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COAL MEN

OF

AMERICA

A Biographical and Historical Review of the World's Greatest Industry.

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CHICAGO
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FOREWORD

THE HISTORY of a country is the history of its people, of the individuals who constitute its citizenship. In like manner, the history of any movement, of any institution, of any great industry, is the history comprising the biography of the men whose lives are intimately identified therewith.

The history of the coal trade, which is the history of a most wonderful industrial development, is distinctively the history of the men upon whose shoulders have been borne the burdens and upon whose brows have rested the victories and the successes incident to that wonderful commercial expansion.

It is fitting that conspicuous pages from the unknown history of the coal trade should be garnered and collected in permanent form as a memorial to that trade, as a record of the achievements of its master minds, and of the worthy service which has been contributed to the industry by the business men who have developed the various mining fields, and those who have devised and conducted the splendid methods of distribution that are in operation.

Within the memory of men who are now engaged in the coal trade, this industry has grown from small volume, by leaps and bounds, to a magnitude that arrests the attention and commands the respect of the entire world. Modern civilization would strive in vain to produce another era of human activity so stupendous or one more essential to human existence than that of the coal trade. We, the coal men of today, are in such close contact with this wondrous development that its marvelous growth is inadequately realized by us.

Before the present generation of coal men retire from the stage of human activity, a record of what they have accomplished should be inscribed on the pages of history.

The present undertaking is of this nature. It is proposed to show by the lives of men how one great coal field after another was discovered, how the mighty streams of commerce expanded incessantly beyond all bounds and expectations, and how the splendid fabric of transportation and distribution took shape and grew.

It is a wonderful piece of mosaic work of which the lives of coal men form its units, constituting in its composite whole a vision that should be imperishable and which must of necessity be mellowed with added charm as the years lengthen into the cycles of time.

ACKNOWLEDGMENT

THE layman little realizes the amount of work and tedious detail connected with the compilation of a book of the size and scope of "Coal Men of America." The editor and his associates have devoted the major portion of their time for nearly three years in gathering and preparing the necessary information. It has been their sole aim to make it as complete and accurate as possible, but their efforts have been seriously handicapped by the rapidly changing conditions and troublous times of the past two years which have brought so many abnormal demands upon the time and attention of everyone engaged in the coal industry.

It would be impossible to compile a book of the character of "Coal Men of America" without the active, hearty and cordial support and co-operation of many. The editor realizes, far better than anyone else, the debt of gratitude he owes to all of those who have assisted him in the enterprise and helped to make the biographical data of the thousands of coal men represented accurate and authentic.

The historical part and the introductory matter pertaining to the coal industry in the various states has been written by Sydney A. Hale, editor of the New York Coal Trade Journal, who has given much thought and study to verifying the facts stated, and this part of the work will be especially valuable for reference for many years to come.

For the illustrations we are indebted to many photographers in all sections of the country, and a complete list of those who made the reproductions of so many likenesses possible will be found on another page.

PREFACE

IN presenting "Coal Men of America" to the public the publishers have attempted to make a contribution of more than passing value to the history of the coal industry. Statistics, official or otherwise, even the bare records of business transactions, exist in sufficient detail to constitute a complete chronicle of the industry itself, but little or nothing has been placed in permanent form regarding the men who have done the work, the human element which actually has been the greatest factor in its accomplishment. They are indeed the spirit which has animated it throughout, and their names should be perpetuated in connection with its story.

As an accurate and reliable record of the part which these men have played in the coal business, registering their personal relations with it, we believe this volume to be unique in purpose, and to possess an historical value and importance which will increase with the passing of time, an enduring link between the present and future. The account of the services which they have rendered in what has come to be recognized as the world's greatest industry, if not adequately noted while authentic information is easily available, may readily slip into the mass of impersonal achievements bulked under statistics, and lose forever the vitalizing interest which always attaches to biographical history. Too often we find nothing more reliable than tradition when we are searching for this class of information, and this work was therefore designed to meet a demand now considered practically a necessity in every field, presenting verified data whose immediate worth is apparent, but far surpassed by its future value.

Several thousand coal men are represented in these pages, together with statistics of importance and interest to every reader. The portraits constitute another desirable feature. The editor has made a conscientious effort to insure correctness in both historical and biographical matter, the latter embodying considerable information which would have been preserved in no other way. The thoroughness with which this work has been done should commend it to all as a valuable work of reference, a real addition to the bibliography of the coal industry.

Much care has been taken in the compilation of the work and every opportunity possible given to those represented to insure correctness in what has been written.

The faces of some, and biographical sketches of many will be missed in this volume. For this the publishers are not to blame. Not having a proper conception of the work, some refused to give the information necessary to compile a sketch, while others were indifferent, and neglected to send in the data asked for.

However, we appreciate the cordial co-operation given to us by so many leaders in the trade and are confident that "Coal Men of America" will prove a highly interesting and valuable reference work to everyone who is connected with the coal industry.

"Business possesses an added pleasure when it forms lasting friendships that are built on mutual confidence."

THE WORLD'S GREATEST INDUSTRY

IN PEACE AND IN WAR

THE United States is the richest country in the world. It is also the greatest producer of coal. The two facts are not accidental. The prosperity of the United States in a very large measure is due to the extent of its coal deposits and their development by the pioneers who invested their money and their time in mining black diamonds for the benefit of this great union. Coal is not only one of the most important raw elements on which our national welfare is based, but it is the basic commodity, and, although it took a world war to drive this fact home, today the layman, as well as the coal man, recognizes that without our extensive coal deposits as a military force the United States would be almost, if not entirely, helpless. Coal has made possible the construction of the greatest railroad mileage of the world. It has permitted the development of the vast metalliferous resources. It has added to the comfort of practically every citizen. From the time coal deposits were first noted by the early explorers of Illinois in 1668 to the present day, when the annual production is close to 700,000,000 tons, the industrial development of the country can be measured by the increase of the coal tonnage. How far we have advanced can be perhaps glimpsed when it is remembered that in 1821, the first year for which we have fairly authentic statistics, the total output of the country was only 1,322 tons.

The detailed development of the coal industry is told in the succeeding pages under appropriate state headings. These give a general picture of the conditions that have existed up until the time of the World War. The situation that brought about that war, and particularly by the entrance of the United States as one of the champions for universal democracy, deserves a separate treatment.

Before this condition can be properly understood, however, consideration must be given to the general background of the coal industry. In the first place, while coal is vital to the success of every other major industrial enterprise, it is peculiar in the fact that it can not create a demand for itself. The consumption of the domestic sizes and grades of coal is controlled wholly by climatic conditions, fluctuating with variations in weather severity. On the industrial side coal is the first to feel the relaxation in the industrial growth and the last to participate in the benefits of expansion. As had been said by the author in another treatment of this topic, "the competition of coal is with coal." It has been able to make but little headway against other forms of fuel. This fact is strikingly illustrated in the history of the coal trade of those states that have come to the front as reservoirs for fuel oil, such as California and Texas. Because of this peculiarity, as well as the fact already mentioned, that the demand for coal is wholly dependent upon causes beyond the control of the coal operator, the struggle for markets as between different grades of coal was, up to the time of our own entrance into the war, as keen, if not keener, than that ever experienced by any other form of commercial enterprise of magnitude.

With export trade very slightly developed (in fact, from the tonnage point of view of such volume as to be inconsequential in the general trend of the trade), with the producing fields in the eastern part of the country, for the most part older in point of exploration, and containing the better grades of coal, together with the fact that the general trend of traffic movement from the east to the west has been one of manufactured products, while the eastbound movement has been more largely one of raw materials, the pressure of eastern coals seek-

ing an outlet for their surplus tonnage was most marked in the territory west of the Indiana-Ohio state line. Thus, until the war, Chicago, which with Pittsburgh shares the honor of being the greatest coal consuming district in the United States, drew its supplies from Pennsylvania, Ohio, Indiana, Illinois, Maryland, Kentucky and West Virginia, with occasional shipments from Virginia, Tennessee and Arkansas.

This pressure acting upon the states of Indiana and Illinois, themselves large producers of coal, served to set up a further westbound pressure, which sent the coals of Illinois into the Missouri river territory and into the Northwest and southern Mississippi states. Certain coals because of their special qualities, such as the smithing grade of West Virginia and Maryland, enjoyed a trade extending from the Atlantic to the Pacific, while the semi-bituminous or smokeless coals for general domestic purposes reached as far west as the Missouri river. Although many of the western coals are well known for their quality, this pressure of the heavier producing eastern states and of the coals in the Illinois, Indiana and western Kentucky basin prevented any substantial eastern movements of coals beyond the Missouri river.

While, in certain foreign countries, water borne has been a feature, with the exception of the coastwise transportation of coals from the Virginia piers to New England and the movement from the lower Lake Erie ports to the Head of the Lakes (and to a lesser degree along the western shore of Lake Michigan) the coal movement has been distinctly a railroad movement. Indeed, in 1915 for example, out of a total bituminous production of 442,624,426 tons only 21,506,488 tons, or approximately five per cent., moved via the inland waterways of the Great Lakes, and even this tonnage, originating in the states of West Virginia, Pennsylvania, Ohio and Kentucky, had to move from the mines to the loading ports on Lake Erie all rail, and the bulk of it was distributed from the docks at the Head of the Lakes and along Lake Michigan in the same manner.

First Effects of the War.

The effects of the war upon coal were first felt in the East, particularly in the New England and Middle Atlantic States, which have been and still are the scene of the greatest war industrial activity in the United States. The abnormal rates paid for ocean carriage from August, 1914, naturally drew a number of the bottoms that had been engaged in coastwise transportation into the foreign service. At the same time the movements of war munitions of one kind or another through the North Atlantic seaboard ports, and especially New York, threw a volume of traffic upon the railroads in that part of the country that they were not able to handle with the usual expedition. As a result, to use a railroad phrase, loads backed up as far as Buffalo, then Pittsburgh, and finally as far west as the Missouri river. With the railroad congestion making it difficult for New England to receive supplies by rail and the withdrawal of part of the bottoms cutting down her opportunities to receive a normal supply of coal by vessel, New England began to reach out to new fields and endeavored to make up the deficit in her supply created by these conditions.

This section was faced not only with the necessity of maintaining a normal flow of coal, but the business developed almost over night in war manufactories and the demand of the Allies for speed in the production of munitions to stop the Huns made it necessary that her usual supply of fuel be abnormally increased. The result of this situation was a bid of New England against other markets of the country for the portion of the supply of coal that had hitherto gone to those markets. Prices, of course, reacted upward. The shortage was at that time not a shortage in actual coal production, but a deficiency in the means of transporting the coal from the mines to the New England market; in other words, as one editor has phrased it, it was a "borrowed shortage." It reacted upon the Middle Atlantic states and slowly but steadily pushed its way westward. Conditions in the Central West, however, showed no great variation until the late summer of 1916, when the threatened strike of the railroad brotherhoods awoke the country with a start and threw coal consumers who had not provided for their winter's supplies into a panic. From that time the call for coal steadily increased. While, of course, there were fluctuations in price in different localities, as local demand and transportation conditions varied, the general trend was upward.

The Committee on Coal Production.

When, in 1917, the United States declared that a state of war existed between this country and Germany, the need for some control of this runaway market, a need that had been confessed by many leaders of the trade then and prior to that time, was so evident that positive steps were taken to cause a readjustment of conditions. The first step was the creation of the Committee on Coal Production of the Council of National Defense. This committee was headed by F. S. Peabody, Chairman of Board, Peabody Coal Co., Chicago, Ill., as Chairman and he selected the following as his associates in the work:

William Green, Secretary, Secretary United Mine Workers of America, Indianapolis, Ind.

George W. Reed, Assistant Secretary, Peabody Coal Co., Chicago, Ill.

Herbert Addison, Vice President Big Horn Collieries Co., Denver, Colo.

F. C. Baird, Secretary Lake Erie Bituminous Coal Exchange, Cleveland, Ohio.

E. J. Berwind, President Berwind-White Coal Mining Co., New York City.

E. B. Chase, Berwind-White Coal Mining Co., Philadelphia, Pa.

William Diamond, United Mine Workers of America, Washington, D. C.

George Elliott, Secretary National Committee on Gas and Electric Service, Washington, D. C.

Robert H. Harlin, International Executive Board, United Mine Workers of America.

Frank Hayes, Vice President United Mine Workers of America, Indianapolis, Ind.

W. W. Keefer, President Pittsburgh Terminal Railroad & Coal Co., Pittsburgh, Pa.

H. L. Kerwin, Secretary to the Secretary of Labor, Washington, D. C.

John L. Lewis, Statistician United Mine Workers of America, Indianapolis, Ind.

James Lord, President Mining Department of American Federation of Labor, Washington, D. C.

Van H. Manning, Director Bureau of Mines, Washington, D. C.

John Mitchell, Chairman Industrial Commission of State of New York, New York City.

C. M. Moderwell, President United Coal & Mining Co., Chicago, Ill.

Rembrandt Peale, Chairman Tidewater Coal Exchange, New York City.

Erskine Ramsey, Vice President Pratt Consolidated Coal Co., Birmingham, Ala.

Roy A. Rainey, W. J. Rainey Estate, New York City.

George Otis Smith, Director Geological Survey, Washington, D. C.

James J. Storrow, Chairman Massachusetts Committee on Public Safety, Boston, Mass.

Lucius S. Storrs, President The Connecticut Co., New Haven, Conn.

H. N. Taylor, Vice President Central Coal & Coke Co., Kansas City, Mo.

S. D. Warriner, President Lehigh Coal & Navigation Co., Philadelphia, Pa.

J. F. Welborn, President Colorado Fuel & Iron Co., Denver, Colo.

Daniel B. Wentz, President Stonega Coal & Coke Co., Philadelphia, Pa.

John P. White, President United Mine Workers of America, Indianapolis, Ind.

The committee started out with the idea to apply natural economic regulations to prices. It was apparently their plan to devote their efforts to overcoming the shortage and restraining the bidding of buyer against buyer for coal by increasing the production to a point where it would be ample to meet all demands. Before this campaign could be made effective, however, the public political clamor had become so great that the coal men decided that they must institute artificial regulation. Accordingly, in June, 1917, Mr. Peabody called a general conference of operators at Washington. These operators met with Mr. Peabody and his committee, Secretary of the Interior Franklin K. Lane, and John F. Fort, member of the Federal Trade Commission, which had been conducting an investigation into the existing coal situation. The coal operators of the country, in a most enthusiastic and patriotic meeting, voluntarily agreed to surrender what for many of them had been the first good market in years, and pledged themselves to observe the following scale of tentative maximum prices, until such time as an investigation of costs could be made by the government agencies with a view of fixing permanent prices within a month or two:

	Mine Run	Prepared Sizes
Pennsylvania	$3.00	$3.50
West Virginia	3.00	3.50
Ohio (Thick Vein)	3.00	3.50
Ohio (Massilon and Palmyra Districts)	3.50	3.50
Alabama—		
Cahaba and Black Creek	4.00	4.00
Pratt, Jaeger and Corona	3.50	3.50
Big Seam	3.00	3.00
Maryland	3.00	3.50
Virginia	3.00	3.50
Kentucky	3.00	3.50
Illinois	2.75	3.50
Long Wall Fields	3.25	4.00
Indiana	2.75	3.50
Tennessee	3.50	3.50

These prices represented reductions of from 40 to 60 per cent. The action of the coal men so pleased Secretary Lane that he said to the coal operators thus assembled in special session in Washington:

"Gentlemen: This is a very novel proceeding. I think I am within the fact when I say that no such hearing or gathering as this has ever been held in the United States before, or perhaps in the world. You are, I hope, pioneers in a good movement. I come from the land of pioneers, the far western country, where we look back with respect and admiration and some reverence upon those who crossed the hard and stony and waterless places to the richer spots beyond. And I hope that you will be looked back upon not only by those who succeed you in the coal business, but by the industries of the United States, with respect and admiration for the manner in which you have acted at this conference. You have responded as men should, to a call made upon you in the name of the people of the United States. You are not a removed class. You are of us. You belong to the people. Most of you are men who were not born to wealth. You came up out of the soil like the rest of us and you have shown a sympathy and an understanding of your relations with the people from which you spring. That is the essential quality in democracy. Unless we can maintain in our minds always a consciousness of the source of power in this country, democracy is a failure. There is a strong contention made that this Government cannot so organize itself as to meet to the full the demands that are to be made upon it, that other forms of government

in times of stress, or in fact any times, are more competent and more efficient, because there is the strong hand of the Government above, threatening, menacing, compelling. If we in the United States are to work out our problem economic, social, as we have worked out our problem political, we must work it out in my judgment in the spirit in which you have worked—with sympathy, with recognition of those whom you serve. There is a kind of corporation in this country that we know as a public utility. A public utility is one that is at the service of any one and must render him the kind of service that it holds out to give. In the biggest and broadest sense, each one of you in running a coal mine is managing a public utility, because the public is dependent upon you. And this world is going forward and not backward, it is going to keep its confidence in democracy, if the men who have the management of industry and the men who give direction to the thought of the country have in their hearts always the welfare of the people. The one thing that will turn us back is the exercise of arbitrary power by those who have power and who exercise it ruthlessly. You have been up against an extremely odd situation. And now you have gathered here and met that situation in man fashion. I think you have reason to be proud of what you have done. Speaking for Governor Fort and for Mr. Peabody and his committee and for myself, we are proud of what you have done."

The Baker Letter of Repudiation.

Two days after this agreement, hailed by Secretary Lane, had been heralded broadcast, the program was abruptly upset by a letter from Newton D. Baker, Secretary of War, to W. S. Gifford of the Advisory Board to the Council of National Defense, repudiating the entire agreement. Secretary Baker's position, as expressed in his letter of July 1, 1917, was as follows:

"My attention has been called through the newspapers to the action reported to have been taken at Washington during the last week by the so-called committee on coal production of the Council of National Defense, in cooperation with certain coal producers and representatives of coal mining enterprises with regard to the price of bituminous and anthracite coal. The facts seem to be that the coal production committee invited to Washington various coal operators and arranged conferences between them, members of the Coal Production Committee and members of the Federal Trade Commission, leading to the adoption of resolutions in favor of an early and accurate determination of the costs involved in the production of bituminous and anthracite coal as a basis for some future action by some official agency of the Government in fixing fair and just prices for these products, should any such agency be given power to do so. Pending such an ascertainment of costs, this meeting seems to have adopted a resolution whereby the operators present agreed to sell bituminous coal at a price not higher than $3 a ton and that this obligation should remain in force until some such action had been taken by an authorized governmental agency. The color which has been given to this meeting and this resolution in the newspapers may well mislead the public into believing that the Council of National Defense has either undertaken itself to fix the price of coal or to sanction its being fixed by the Coal Production Committee, or that committee in conjunction with the coal operators.

"I, therefore, as President of the Council of National Defense, write this to say that the Council of National Defense has no legal power and claims no legal power either to fix the price of coal or to fix a maximum price of coal or any other output. The Coal Production Committee is a subordinate committee of the Council of National Defense, purely advisory in its character, formed for the purpose of advising the council as to steps which might be recommended leading to a stimulation of production and distribution of coal.

"No power has ever been attempted to be delegated to it to consider or deal with the question of price, and any action taken by that committee, or sanctioned by that committee, dealing with price, either fixed or maximum, for coal is clearly beyond the legal power of the Coal Production Committee and of the Council of National Defense, from which the committee derives whatever authority it has.

"As you are aware, the Federal Trade Commission has been directed by the President to ascertain for his information the costs involved in coal production. I am to some extent familiar with the progress made by the commission. The information I have from that and other sources, I think, justified me in believing that the price of $3 suggested or agreed on as a maximum is an exorbitant, unjust and oppressive price.

"The fact that these conferences were attended by members of the Federal Trade Commission and by members of the Council of National Defense, of course, adds nothing to their legal powers, and I am sure that none of my associates in the council will dissent from the view I have herein expressed both on the limitations of the powers of the Council and the Coal Production Committee and the effect of the action alleged to have been taken.

"I write this for the information of the coal committee and for the guidance of all other sub-committees of the Council."

The Lever Act and the Coal Problem.

With the publication of the Baker letter the coal question was again thrown back into the arena of political discussion. The coal men were disgusted and disgruntled. While the Chairman of the Production Committee and various association officials urged them to observe the terms of the Lane-Peabody price agreement despite the Baker repudiation, many took the position that the agreement was without binding force. Meanwhile, several of the western states were actively agitating the price question. Although Ohio, Wisconsin, and some of the trans-Mississippi states participated in this campaign, the center of the disturbance was in Illinois and Indiana. In these two states public officials made threats as to what they would do unless the coal men came to their terms. At the same time Senator Pomerene had introduced an amendment, which subsequently in substance became Section 25 of the Food and Fuel Control Law or the Lever Act then pending in the national Congress. It became a race to see whether government regulation of the coal industry should be a state or federal matter. The coal men

strongly insisted that the subject was one that should be controlled by the federal government, while in Illinois public officials were equally insistent that regulation could not await action of Congress. Just as the matter had reached the most critical stage the race was won by the federal government by the passage of the Lever Act. This provided:

"Sec. 25. That the President of the United States shall be, and he is hereby authorized and empowered, whenever and wherever in his judgment necessary for the efficient prosecution of the war, to fix the price of coal and coke, wherever and whenever sold, either by producer or dealer, to establish rules for the regulation of and to regulate the method of production, sale, shipment, distribution, apportionment, or storage thereof among dealers and consumers, domestic or foreign; said authority and power may be exercised by him in each case through the agency of the Federal Trade Commission, during the war or for such part of said time as in his judgment may be necessary.

"That if, in the opinion of the President, any such producer or dealer fails or neglects to conform to such prices or regulations, or to conduct his business efficiently under the regulations and control of the President as aforesaid, or conducts it in a manner prejudicial to the public interest, then the President is hereby authorized and empowered in every such case to requisition and take over the plant, business, and all appurtenances thereof belonging to such producer or dealer as a going concern, and to operate or cause the same to be operated in such manner and through such agency as he may direct during the period of the war or for such part of said time as in his judgment may be necessary.

"That any producer or dealer whose plant, business, and appurtenances shall have been requisitioned or taken over by the President shall be paid a just compensation for the use thereof during the period that the same be requisitioned or taken over as aforesaid, which compensation the President shall fix or cause to be fixed by the Federal Trade Commission.

"That if the prices so fixed, or if, in the case of the taking over or requisitioning of the mines or business of any such producer or dealer, the compensation therefor as determined by the provisions of this act be not satisfactory to the person or persons entitled to receive the same, such person shall be paid 75 per cent. of the amount so determined, and shall be entitled to sue the United States to recover such further sum as, added to said 75 per cent., will make up such amount as will be just compensation in the manner provided by section 24, paragraph 20, and section 145 of the Judicial Code.

"While operating or causing to be operated any such plants or business, the President is authorized to prescribe such regulations as he may deem essential for the employment, control, and compensation of the employes necessary to conduct the same.

"Or if the President of the United States shall be of the opinion that he can thereby better provide for the common defense, and whenever, in his judgment, it shall be necessary for the efficient prosecution of the war, then he is hereby authorized and empowered to require any or all producers of coal and coke, either in any special area or in any special coal fields, or in the entire United States, to sell their products only to the United States through an agency to be designated by the President, such agency to regulate the resale of such coal and coke, and the prices thereof, and to establish rules for the regulation of and to regulate the methods of production, shipment, distribution, apportionment, or storage thereof among dealers, consumers, domestic or foreign, and to make payment of the purchase price thereof to the producers thereof, or to the person or persons legally entitled to said payment.

"That within 15 days after notice from the agency so designated, to any producer of coal and coke that his, or its, output is to be so purchased by the United States as hereinbefore described, such producer shall cease shipments of said product upon his own account and shall transmit to such agency all orders received and unfilled or partially unfilled, showing the exact extent to which shipments have been made thereon, and thereafter all shipments shall be made only on authority of the agency designated by the President, and thereafter no such producer shall sell any of said products except in the United States through such agency, and the said agency alone is hereby authorized and empowered to purchase during the continuance of the requirement the output of such producers.

"That the prices to be paid for such products so purchased shall be based upon a fair and just profit over and above the cost of production, including proper maintenance and depletion charges, the reasonableness of such profits and cost of production to be determined by the Federal Trade Commission, and if the prices fixed by the said commission of any such product purchased by the United States as hereinbefore described be unsatisfactory to the person or persons entitled to receive the same, such person or persons shall be paid 75 per cent. of the amount so determined and shall be entitled to sue the United States to recover such further sum as added to said 75 per cent. will make up such amount as will be just compensation in the manner provided by section 24, paragraph 20, and section 145 of the Judicial Code.

"All such products so sold to the United States shall be sold by the United States at such uniform prices, quality considered, as may be practicable and as may be determined by said agency to be just and fair.

"Any moneys received by the United States for the sale of any such coal and coke may, in the discretion of the President, be used as a revolving fund for further carrying out the purposes of this section. Any moneys not so used shall be covered into the Treasury as miscellaneous receipts.

"That, when directed by the President, the Federal Trade Commission is hereby required to proceed to make full inquiry, giving such notice as it may deem practicable, into the cost of producing under reasonably efficient management at the various places of production the following commodities, to-wit: Coal and coke.

"The books, correspondence, records, and papers in any way referring to transactions of any kind relating to the mining, production, sale or distribution of all mine operators or other persons whose coal and coke have or may become subject to this section, and the books, correspondence, records, and papers of any person applying for the purchase of coal and coke from the United States shall at all times be subject to inspection by the said agency, and such person or persons shall promptly furnish said agency any data or information relating to the business of such person or persons which said agency may call for, and said agency is hereby authorized to procure the information in reference to the business of such coal-mine operators and producers of coke and customers

therefor in the manner provided for in sections 6 and 9 of the act of Congress approved September 26, 1914, entitled "An act to create a Federal Trade Commission, to define its powers and duties, and for other purposes," and said agency is hereby authorized and empowered to exercise all the powers granted to the Federal Trade Commission by said act for the carrying out of the purposes of this section.

"Having completed its inquiry respecting any commodity in any locality, it shall, if the President has decided to fix the prices at which any such commodity shall be sold by producers and dealers generally, fix and publish maximum prices for both producers of and dealers in any such commodity, which maximum prices shall be observed by all producers and dealers until further action thereon is taken by the commission.

"In fixing maximum prices for producers the commission shall allow the cost of production, including the expense of operation, maintenance, depreciation, and depletion, and shall add thereto a just and reasonable profit.

"In fixing such prices for dealers the commission shall allow the cost to the dealer and shall add thereto a just and reasonable sum for his profit in the transaction.

"The maximum prices so fixed and published shall not be construed as invalidating any contract in which prices are fixed, made in good faith, prior to the establishment and publication of maximum prices by the commission.

"Whoever shall, with knowledge that the prices of any such commodity have been fixed as herein provided, ask, demand, or receive a higher price, or whoever shall, with knowledge that the regulations have been prescribed as herein provided, violate or refuse to conform to any of the same, shall, upon conviction, be punished by a fine of not more than $5,000 or by imprisonment for not more than two years, or both. Each independent transaction shall constitute a separate offense.

"Nothing in this section shall be construed as restricting or modifying in any manner the right the Government of the United States may have in its own behalf or in behalf of any other Government at war with Germany to purchase, requisition, or take over any such commodities for the equipment, maintenance, or support of armed forces at any price or upon any terms that may be agreed upon or otherwise lawfully determined."

The Prices Fixed by the President.

This law was approved by the President August 10, 1917. Eleven days later President Wilson promulgated the following maximum prices on bituminous coal:

THE WHITE HOUSE.
Washington, 21 August, 1917.

"The following scale of prices is prescribed for bituminous coal at the mine in the several coal producing districts. It is provisional only. It is subject to reconsideration when the whole method of administering the fuel supplies of the country shall have been satisfactorily organized and put into operation. Subsequent measures will have as their object a fair and equitable control of the distribution of the supply and of the prices not only at the mines but also in the hands of the middlemen and the retailers.

"The prices provisionally fixed here are fixed by my authority under the provisions of the recent Act of Congress regarding administration of the food supply of the country, which also conferred upon the Executive control of the fuel supply. They are based upon the actual cost of production and are deemed to be not only fair and just but liberal as well. Under them the industry should nowhere lack stimulation.

WOODROW WILSON.

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	Run of mine	Prepared sizes	Slack or screenings
Pennsylvania	$2.00	$2.25	$1.75
Maryland	2.00	2.25	1.75
West Virginia	2.00	2.25	1.75
West Virginia (New River)	2.15	2.40	1.90
Virginia	2.00	2.25	1.75
Ohio (thick vein)	2.00	2.25	1.75
Ohio (thin vein)	2.35	2.60	2.10
Kentucky	1.95	2.20	1.70
Kentucky (Jellico)	2.40	2.65	2.15
Alabama (Big Seam)	1.90	2.15	1.65
Alabama (Pratt, Jaeger and Corona)	2.15	2.40	1.90
Alabama (Cahaba and Black Creek)	2.40	1.65	2.15
Tennessee (eastern)	2.30	2.55	2.05
Tennessee (Jellico)	2.40	2.65	2.15
Indiana	1.95	2.20	1.70
Illinois	1.95	2.20	1.70
Illinois (third vein)	2.40	2.65	2.15
Arkansas	2.65	2.90	2.40
Iowa	2.70	2.95	2.45
Kansas	2.55	2.80	2.30
Missouri	2.70	2.95	2.45
Oklahoma	3.05	3.30	2.80
Texas	2.65	2.90	2.40
Colorado	2.45	2.70	2.20
Montana	2.70	2.95	2.45
New Mexico	2.40	2.65	2.15
Wyoming	2.50	2.75	2.25
Utah	2.60	2.85	2.35
Washington	3.25	3.50	3.00

NOTE—Prices are on f. o. b. mine basis for ton of 2,000 pounds.

Garfield's Appointment and Anthracite.

Two days later H. A. Garfield, President of Williams College, Williamstown, Mass., was appointed Fuel Administrator and on the same date the President also fixed prices for anthracite on the following basis and jobbers' margins:

The following regulations shall apply to the intrastate, interstate and foreign commerce of the United States, and the prices and margins referred to herein shall be in force pending further investigation or determination thereof by the President.

JOBBERS' MARGINS.

1. A coal jobber is defined as a person (or other agency) who purchases and resells coal to coal dealers or to consumers without physically handling it on, over or through his own vehicle, dock, trestle, or yard.

2. For the buying and selling of bituminous coal a jobber shall not add to his purchase price a gross margin

in excess of 15 cents per ton of 2,000 pounds; nor shall the combined gross margins of any number of jobbers who buy and sell a given shipment or shipments of bituminous coal exceed 15 cents per ton of 2,000 pounds.

3. For buying and selling anthracite coal a jobber shall not add to his purchase price a gross margin in excess of 20 cents per ton of 2,240 pounds when delivery of such coal is to be effected at or east of Buffalo. For buying and selling anthracite coal for delivery west of Buffalo, a jobber shall not add to his purchase price a gross margin in excess of 30 cents per ton of 2,240 pounds. The combined gross margins of any number of jobbers who buy and sell a given shipment or shipments of anthracite coal for delivery at or east of Buffalo shall not exceed 20 cents per ton of 2,240 pounds; nor shall such combined margins exceed 30 cents per ton of 2,240 pounds for the delivery of anthracite coal west of Buffalo. Provided, that a jobber's gross margin realized on a given shipment or shipments of anthracite coal may be increased by not more than 5 cents per ton of 2,240 pounds when the jobber incurs the expense of rescreening it at Atlantic or lake ports for trans-shipment by water.

4. Effective Sept. 1, 1917, the maximum prices per ton of 2,240 pounds free on board cars at the mines for the grades and sizes of anthracite coal hereinafter specified shall not exceed the prices indicated in paragraph 5 when such coal is produced and sold by the Philadelphia & Reading Coal & Iron Co., Lehigh Coal & Navigation Co., Lehigh & Wilkes-Barre Coal Co., Hudson Coal Co., Delaware & Hudson Co., Scranton Coal Co., Lehigh Valley Coal Co., Coxe Bros., Pennsylvania Coal Co., Hillside Coal & Iron Co., Delaware, Lackawanna & Western R. R. Co., Delaware, Lackawanna & Western Coal Co., Susquehanna Coal Co., Susquehanna Collieries Co., Lytle Coal Co., or the M. A. Hanna Coal Co.

5. The grades and sizes for which the maximum prices are specified are as follows: White ash anthracite coal of the grade that between Jan. 1, 1915, and Jan. 1, 1917, was uniformly sold and recognized in the coal trade as coal of white ash grade. Red ash anthracite coal of the grade that between Jan. 1, 1915, and Jan. 1, 1917, was uniformly sold and recognized in the trade as coal of red ash grade; and Lykens Valley anthracite coal that is mined exclusively from the Lykens Valley seams, and of the grade that between Jan. 1, 1915, and Jan. 1, 1917, was uniformly sold and recognized in the coal trade as coal of Lykens Valley grade.

White ash grade.		Red ash grade.		Lykens Valley grade.	
Broken	$4.55	Broken	$4.75	Broken	$5.00
Egg	4.45	Egg	4.65	Egg	4.90
Stove	4.70	Stove	4.90	Stove	5.30
Chestnut	4.80	Chestnut	4.90	Chestnut	5.30
Pea	4.00	Pea	4.10	Pea	4.35

6. Producers of anthracite coal who are not specified in paragraph 4 shall not sell the various grades and sizes of anthracite coal at prices that exceed by more than 75 cents per ton of 2,240 pounds free on board cars at the mines the prices enumerated in paragraph 5. Provided, that any producer of anthracite coal who incurs the expense of rescreening it at Atlantic or lake ports for trans-shipment by water may increase the price thereof by not more than 5 cents per ton of 2,240 pounds.

7. Producers of anthracite coal specified in paragraph 4 of these regulations shall not sell anthracite coal to producers of anthracite coal not specified in paragraph 4.

8. Dealers and selling agents shall not resell coal produced by the producers included in paragraph 4 on the basis of the prices fixed at the mine for coal produced by producers not specified in said paragraph.

WOODROW WILSON

The White House, 23 August, 1917.

These margins, while acceptable to jobbers in certain parts of the country, were bitterly opposed by those in other sections and the status of the jobber is one of the most interesting questions that has been at issue since federal regulation became effective.

Apportioning Coal and Regulating Retail Prices.

Shortly after his appointment Dr. Garfield announced his general scheme for the apportionment of the coal supply and the regulations of retail prices. This plan provided first, for the appointment of a Federal, or State, Fuel Administrator in each state to represent the Fuel Administration, together with a committee of citizens to act with the State Administrator; second, the appointment by the State Administrator of committees to represent the Administration in each county of the state and in each city having more than 2,500 population, or such other population as the State Fuel Administration might determine. It was provided that the State Administrator and state committee should be chosen by Dr. Garfield, with the approval of the President, and that the county and city committees were to be chosen by the State Administrators.

"The state committee," said Dr. Garfield in announcing this plan, "will at once ascertain the amount of coal in the state available for use during the coming winter, and the amount of coal needed to meet any deficiency in the supply based on last year's consumption. It will be the duty of the various committees to ascertain and report to the Fuel Administration the reasonable retail margins. These margins when duly fixed by order, together with the cost at the mine, named by the President, the transportation charge, and the jobber's commission when sold through the jobber, will constitute the price to the consumer."

Against this general plan no particular objection was raised, but pointed exception was taken to the provision that "no person will be appointed either as a state representative or on any of these committees, or on any committees mentioned below, that is connected with the local coal industry." Retail coal men felt that this was an undeserved slur upon the integrity of the industry and that the failure to appoint practical coal men, if not as Administrators, at least in an advisory capacity, militated against the successful prosecution of the government plan for retail regulation. These protests at that time, however, met with no success.

On October 1, 1917, the Fuel Administration at Washington announced its order giving the maximum gross margins of retail coal merchants. This order defined a retail coal merchant as "every person, partnership, corporation or association physically receiving,

handling and delivering coal or coke to consumers, as a retail coal or coke dealer within the meaning of this order." Retail margins were defined as:

"First, The difference between the price charged by a retail coal or coke dealer to the consumer and the average cost of coal or coke to such retailer, f. o. b. railroad cars at his railroad siding, yard, pocket or trestle, when such coal or coke is received by him by rail.

"Second, The difference between the price charged by a retail coal or coke dealer to the consumer and the average cost of coal or coke to such retailer free alongside his wharf, pocket or yard when such coal or coke is received by him by water.

"Third, The difference between the price charged by a retail coal or coke dealer to the consumer and the average cost of coal or coke to such retailer at wholesaler's pockets, trestles, railroad siding, mines, tipples, dumps, docks, yards and wharfs."

First Method of Figuring Gross Margins.

The order provided that the maximum gross margin should not exceed the average gross margin on the same size and grade of coal or coke for each class of business during the year ending December 31, 1915, plus 30 per cent. of such margin for the year 1915, with the further provision that this margin should in no case exceed the margin in effect during July, 1917. This order created as much discontent and dissatisfaction among the retail trade as had the maximum prices f. o. b. mines among the producers and the jobbers' commission regulations among the wholesalers. It developed that in many sections of the country 1915 had been a year of unusual competition between retail coal merchants, so that prices had been depressed below their normal levels. Further practical objection was interposed that in many cases records of 1915 operations had not been preserved and that in a great number of instances the records that did exist were in such shape that they could not fairly be used as a basis, because many retailers at that time had not given the subject of cost accounting the attention it deserved. Furthermore, the limiting proviso of July, 1917, margins as a maximum was attacked as putting an additional unfair burden upon the retail trade, because it had been the custom of many retailers to make a lower price during the summer months than during the balance of the year so that they might keep their teams and men employed.

Appeals to the Fuel Administration at Washington were met with the response that any objections to the October 1st plan would have to be referred to the State Fuel Administrations, all of which had not at that time been appointed. Chicago became the center of the pivotal attack upon the October 1st order. The Chicago Coal Merchants' Association, representing the leading retailers of that city, insisted that the order was unfair, unjust and unworkable. The contention was made that the order, if literally enforced, would compel the retailers to accept margins that would not be properly remunerative, for not only had the 1915 prices been greatly depressed in that city, but it was contended there, as in many other places, that the 30 per cent. increase granted over the 1915 margins did not fairly represent the actual increase in the cost of conducting business as between the two periods. The legal point was raised that the order was contrary to the section of the Lever Act, from which Dr. Garfield derived his powers, in that that section provided "that the prices to be paid for such products shall be based upon a fair and just profit," and that "in fixing such prices for dealers the commission shall allow the cost to the dealer and shall add thereto a just and reasonable sum for his profit in the transaction."

Chicago System Finally Adopted.

The State Fuel Administration of Illinois, before whom the problem was placed, passed it on to the consideration of the Cook County Advisor, Raymond E. Durham. Mr. Durham asked the coal men to lay all their facts and figures before him, and as a result of his investigation of the situation presented to him, the 30 per cent. basis of the October 1st order was cast aside for the principle of gross margins based upon existing costs of doing business. This basis as made effective in Chicago November 10, 1917, has since been generally adopted throughout the country.

The Status of the Jobber.

As has been indicated, one of the storm centers in the question of regulation has been the status of the coal jobber or wholesaler. This branch of the industry has felt itself particularly circumscribed with the various limitations placed upon its activities, not only by the regulations of the Fuel Administration, but also by the fact that the great demand for coal from all sides, a demand where the buyer has sought the seller, instead of the seller the buyer, has deprived it of a large share of the tonnage that was formerly distributed through jobbing channels. Prior to the Lane-Peabody price agreement, the jobber who either represented the smaller producers whose tonnage did not justify the maintenance of an independent sales organization, large producers in distributing centers far removed from the mines, or handled surplus output of producing companies that also maintained selling organizations or functioned in all three cases, had received, in the majority of cases at least, his compensation out of the mine price. In other words, the price to the consumer was presumably the same, whether he purchased his coal from the operator or through a jobber. Indeed one of the most frequent complaints of producing interests an-

tagonistic to the jobbing element of the trade was that consumers could buy their coal from a jobber at a price lower than that made by the operators in the same field. The Lane-Peabody agreement fixed maximum compensation for the jobber at 25 cents per ton over and above the maximum mine price.

From this point the real struggles of the jobber for an existence began. The addition of the commission to the mine price would, of course, under normal conditions place the jobber at a disadvantage in competition for trade, but under the stress of wartime circumstances it operated to deprive him of a portion of his tonnage through the creation of new sales companies affiliated with the producing interests. These companies would absorb the extra 25 cents. Aside from this the status of the jobber was made artificial: heretofore it had been possible to draw a broad line between the production and the distribution of coal; the two divisions were separate and distinct and in many cases were handled by two unrelated organizations. The jobber's plea for consideration rested upon the basis that he was performing a service not rendered by the producer from whom he purchased his coal. It was on this theory presumably that such producers had given him prices below the mine basis to the consumer or retailer. The President's proclamation, while recognizing the jobber as an institution, reduced his commission and continued his artificial status by telling him to look to the purchaser instead of the seller for his remuneration.

The difficulties of the jobber were further increased by a number of restrictive regulations, governing the prices at which coal purchased from the mine prior to August 21, 1917, but not sold to the consumer, and on coal sold to the jobber's customers and the consumer prior to that date, but not purchased from the mine, might be invoiced. These regulations provided that the jobber, who had contracted to buy coal at or below the maximum government price, but had no contract to sell such coal, should not dispose of it at a price higher than the contract figure plus the jobber's commission. At the same time, the jobber who had a contract for delivery to his customer at a price higher than the government maximum plus the jobber's commission was prohibited from filling this with coal purchased at the government price, while a jobber having a contract to purchase coal at a price in excess of the government maximum when not protected by a contract with his own customer antedating August 23 was forced to sell such coal at the government maximum plus the jobber's commission.

Although certain modifications were later made in a portion of these rules, the general restrictions, both because of these regulations and the sales conditions pictured, showed no material relaxation. While it is generally conceded by all of the jobbing interests that an ideal solution would have been:

First, to establish a flat mine price to be paid by the ultimate carload buyer, whether purchase was made from an operator or jobbing company.

Second, that the jobber receive proper compensation from the producing company, and,

Third, that the producing companies be required to distribute through the jobbing channels the same percentage of their tonnage that they had distributed prior to the war.

Assent of the producing interests to such a program seemed so remote that when in February, 1918, Dr. Garfield announced that beginning April 1st jobbers' commissions would be abolished and a flat mine price established, leaving the jobber to look to the operator for such allowances from the government maximum as the operator might see fit to make, the jobbing interests declared that their very existence was at stake and started such a campaign against the enforcement of this regulation that the order was finally withdrawn before it ever became effective and the much criticised purchasing agent scheme was substituted in its stead. This plan, incorporated in the Presidential proclamation under date of March 15, 1918, required all persons, firms, corporations and associations, "except those specifically exempt by the Lever Act, producers and miners of coal and manufacturers of coke, distributing exclusively their own product and retail dealers engaged in the business of distributing coal or coke as jobber, broker, seller, purchasing agent, wholesaler, or in any capacity whatsoever" to secure a license to do business. The regulations issued by Fuel Administrator Garfield regarding the licensing of distributors deprived a licensee owning the coal sold of the right to charge in excess of the government price, except in the case of re-screened anthracite, and allowed him, when acting as a purchasing agent of coal for and by authority of the retail dealer or consumer, to charge 15 cents per net ton on bituminous, 5 per cent. of the delivered price on smithing, 20 cents per gross ton on anthracite east of Buffalo, and 30 cents per gross ton on deliveries west of Buffalo, plus 5 cents when licensee incurred the expense of re-screening at Atlantic or lake ports for transshipment by water. It also provided that where more than one purchasing agent licensee was involved in the transaction the combined brokerage charge should not exceed the figures above given. Special regulations have since been issued with respect to the handling of lake cargo coal.

The practical effect of the licensing regulation has been to compel every jobber to act as a purchasing agent, as the cases where he has been able to derive his compensation from the operator and so sell at the maximum government price have been exceptional. Although various efforts have been made to change the situation, they were unsuccessful.

The Production Plan of 1918.

For the first eight months of its existence, aside from its campaigns for conservation, including the lightless nights orders and the restrictions on consumption within certain industries, the work of the United States Fuel Administration was primarily one of price regulation. The severity of weather conditions during the winter of 1917-18 caused it to exercise a species of piecemeal control over distribution, but the supervision was largely confined to special commandeering of shipments to meet local individual conditions. With the beginning of the coal year of 1918-19, however, the Fuel Administration, co-operating with the United States Railroad Administration, took complete charge of distribution through the promulgation of the zoning system for the movement of bituminous coal, while the Anthracite Committee of the Fuel Administration reached the same end with respect to anthracite distribution by the allotment system first announced in May, 1918.

As has been indicated in a preceding paragraph, before the World War the distribution of coal had been unhampered by governmental regulation. Economic and transportation conditions had led to a predominating westbound movement of tonnage, but, except for the absence of favorable rates, there was no prohibition against a reversal of this process. Indeed, under the stress of the war demands of the eastern states, Illinois coal moved to Connecticut and New York, to Michigan and to Canada. The widespread western distribution of eastern coal and the trans-Mississippi sale of Illinois coal had been fostered and encouraged by the railroad companies serving the various mining fields. The Fuel Administration, following the bitter experiences of the winter of 1917-18, when the transportation breakdown and pronounced car shortage had intensified the coal difficulties of the country, determined that production could be increased and transportation facilities conserved by limiting, as far as possible, the sale of coal from a particular district or districts to the territory most adjacent to such mining centers.

Zone System of Distribution.

"Heretofore," to quote the words of the Fuel Administration in making public this plan, "coal has been distributed practically without regard to the distance between the mine and the consumer. Under the zone system coal will be distributed to consuming territory under restrictions that will avoid as far as possible waste of transportation facilities, but nevertheless consistent with the maintenance of the greatest possible production and a proper coal supply to all coal users. We must have adequate coal supply in order to win the war, for otherwise we can not make munitions or other war supplies or build ships or use them when built.

"The general effect of the zone system is to restrict eastern coal to eastern markets and to fill the vacancy in the central and western states with near-by coal produced in those states. In addition to the saving in transportation, the system will provide for the possible retention of something like 5,000,000 tons of coal for the eastern states which have heretofore gone west, all rail. As an indication of the saving to be effected by the system, it will eliminate the movement of more than 2,000,000 tons of Pocahontas coal to Chicago and other western points over a haul of about 660 miles. Chicago can obtain this tonnage of coal, and under this system must obtain most of it, from southern Illinois mines, with an average haul of 312 miles. Allowing for the differences in quality in the two coals there will be thus saved 11,400,000 car miles, or very conservatively figured 285,000 car days. This will permit 14 additional round trips of 20 days each from West Virginia mines to zone destinations, permitting an additional production of at least 700,000 tons of Pocahontas coal.

"Similar comparisons show that on the movement of 550,000 tons annually from Kanawha districts to Wisconsin points there can be saved about 2,500,000 car miles, or with a consequent increased production of some 300,000 tons. On the movement from southeastern Kentucky to Chicago the saving will be about 800,000 car miles and 50,000 tons production. The elimination of the Indiana to Iowa movement will save 1,600,000 car miles and permit 100,000 tons additional production. These are only a few of the instances of transportation saving to be effected by the system.

"The movement of bituminous coal which is regulated by the zone system is about 300,000,000 tons, or 60 per cent. of the total production. Based on this production there will be saved on the round trip from and to the mines almost 160,000,000 car miles. This will permit the same cars to make almost 300,000 additional trips from the mines, equivalent to an increase of five per cent. in the production. The increase in total production in 1917 over 1916 resulting from all efforts was about eight per cent.

"A large part of the coal which the system will prevent from moving west out of the eastern producing districts will be available for use in New England, insofar as it can be transported there. Production in the districts supplying New England via all-rail routes can be increased somewhat, but there is difficulty in moving by all-rail routes the amount of coal needed and the capacity of the rail gateways to New England has been nearly reached. Improvements now being made will increase the capacity of the Poughkeepsie bridge route, but it is impossible to escape the conclusion that provision must be made for a larger movement by water in 1918 than in 1917 or New England and its people and industries will suffer.

"The restrictions imposed upon the movement of coal by the zone system will make necessary some readjust-

ments in fuel practices in various communities affected by these restrictions. The Fuel Admisistrator confidently expects the patriotic co-operation of every coal consumer who may be inconvenienced by the use of fuel to which he is not accustomed. The vast purposes to be served by the savings which the system effects will undoubtedly command the support of every user of coal."

The zoning plan divided the producing districts and Great Lakes' docks, with the exception of those in the Rocky Mountain and Pacific Coast states, into 13 districts, each designated by letters. In brief, these zones were as follows:

Zone A—Producing districts in Arkansas, Iowa, Kansas, Missouri and Oklahoma.

Zone B—Lake Michigan and Lake Superior Coal Docks.

Zone C—Illinois mines.

Zone D—Indiana mines.

Zone E—Western Kentucky mines.

Zone F—Virginia mines on Louisville & Nashville R. R.; eastern Kentucky mines on Louisville & Nashville, the Cincinnati, New Orleans & Texas Pacific and short line connections; Tennessee mines on the Cumberland Valley division of the Louisville & Nashville and on the Middlesborough R. R.

Zone G—Tennessee and Georgia mines; Kentucky mines of the Louisville & Nashville main line and branches connecting at and south of Corbin and on the Cincinnati, New Orleans & Texas Pacific south of Somerset; all Black Mountain and Stonega district mines in Lee, Wise and western Russell counties in Virginia, on the Louisville & Nashville, Virginia & Southwestern, Interstate, Norfolk & Western, Carolina, Clinchfield & Ohio railroads and their short line connections.

Zone H—Alabama mines.

Zone K—Ohio mines.

Zone L—West Virginia high volatile field; mines on the Kanawha & Michigan, Kanawha & West Virginia and Coal & Coke (west of Dundon) railways.

Zone M—West Virginia high volatile and Kentucky districts in the Thacker, Kenova and Kanawha fields on the Norfolk & Western and Chesapeake & Ohio railways and Kentucky mines in the eastern Kentucky districts on the Chesapeake & Ohio, Sandy Valley & Elkhorn and Norfolk & Western railways and connections.

Zone N—Low volatile fields of West Virginia and Virginia, viz., mines in the Pocahontas, Tug River and New River districts on the Norfolk & Western, Chesapeake & Ohio and Virginian railways and short line connections; mines in the high volatile Clinch Valley district in Tazewell and eastern Russell counties, Virginia along the Norfolk & Western and Virginian railways.

Zone N—All mines in northern West Virginia, Pennsylvania and Maryland on the Baltimore & Ohio, Western Maryland and Coal & Coke railways.

Except for the movement of railroad fuel, coal via inland waterways other than the Great Lakes (movement to which, for trans-shipment only, was confined to coals from mines in the Pittsburgh, Connellsville, Westmoreland, Altoona, Meyersdale or northern Pennsylvania districts; Fairmont, Kanawha, Kenova-Thacker, New River, Pocahontas, West Virginia districts; Ohio; Hazard and McRoberts fields, and L. & N. and C., N. O. & T. P. mines in southern Kentucky) and coal, moving under permit from the United States Fuel Administration for gas, by-products, metallurgical and smithing purposes, the limitations placed upon the sources of supply from which each state could draw by this plan were as follows:

Consuming State.	Producing Zones Open to State.
Alabama	G*, H.
Arkansas	A, C*, E*, H*.
Arizona	S* *.
California	S* *.
Colorado	S* *.
Delaware	P.
District of Columbia	N, P.
Florida	G*, P.
Georgia	G. H.
Idaho	S* *.
Illinois	C, D*, E*.
Indiana	C*, D*, E*, F*, K*, L*, M*.
Iowa	A*, B*, C*.
Kansas	A.
Kentucky	C*, D*, E*, F*, M*, N*.
Louisiana	A*, C*, E, H.
Maryland	P.
Michigan	B (upper peninsula), D*, F (lower peninsula), K*, L (lower peninsula, M (lower peninsula).
Minnesota	B, C*.
Mississippi	E, H.
Missouri	A, C*.
Montana	S* *.
Nebraska	A and Colorado and Wyoming mines.
Nevada	S* *.
New England States	N (water movement), P.
New Jersey	N (water movement), P.
New Mexico	S* *.
New York	N (water movement), P.
North Carolina	G, N.
North Dakota	B, and North Dakota, Montana and Wyoming.
Ohio	F*, K*, M*, N*, P (Pennsylvania and West Virginia, Panhandle districts only).
Oklahoma	A.
Oregon	S* *.
Pennsylvania	P.
South Dakota	B, C* and North Dakota, Wyoming and Montana.
Tennessee	C*, E*, G*, H*.
Texas	A*, E*, H*.
South Carolina	G, N*.
Utah	S* *.
Virginia	G*, M*, N.
Washington	S* *.
West Virginia	L*, M*, N*, P.
Wisconsin	B*, C*, D*, E*.
Wyoming	S* *.

*Indicates that only a portion of the state is open to zone named; where territory has been so limited, detailed boundaries have been defined by the Fuel Administration.

**Arbitrary designation, not listed in Fuel Administration order, but covering the mines in Colorado, Montana, New Mexico, Oregon, Utah, Washington and Wyoming, to

which, under the general order of zoning, the Rocky Mountain and Pacific Coast states must look for their fuel supplies.

While there have been a number of modifications in the boundaries of the territories open to each of the producing zones since the system was first promulgated, in its essential outlines it remained without alteration. The modifications effected have been the result of increased production within particular zones, such as in Zone C, necessitating a widening of the markets to which Illinois coal could be shipped, or a narrowing of the limits because of increased demand in territory more or less contiguous to the mines. How radical the steps taken have been will appear from a comparison of the zone limits with the pre-war sources of supplies shown under individual state headings later.

The United States Fuel Administration.

At the time the United States Fuel Administration was first organized, in the late summer of 1917, the sentiment of the coal trade towards it could not be said to be overly cordial. This was traceable in part to the political criticisms that were indulged in prior to the passage of the Lever Act and to the fact that, at the outset, the personnel, if not anti-coal, was largely made up of men who were without practical experience in the various branches of the coal industry. This has been changed. Responsible positions have been filled by practical coal men with an increasing smoothness of operation and a deepening respect for the plans and policies of the Administration on the part of the coal trade. This was strikingly emphasized in the results obtained in the campaign to increase production undertaken in the summer of 1918, when the bituminous coal increase for July, August and September over the corresponding months in 1917 was over 17 per cent.

Although federal regulation has touched almost every phase of the coal industry, its outstanding features may be summarized as follows:

1. Regulation of Prices.
2. Regulation of Distribution.
3. Regulation of Production.

1. Regulation of prices has covered the sale of coal from the mine to the retailer. While the initial price fixing for the mines under the Lever Act was hastily executed and in the majority of cases unsatisfactory to the producers, subsequent modifications made by the United States Fuel Administration have placed the schedules upon a basis that is, for the most part, accepted as just and reasonable by the operators from the *cost* basis. The weakness of the government scheme lies in a substantial disregard of figures from the *quality* basis of prices. Looking at the question from the cost of producing coal, rather than from the intrinsic quality of the coal produced, it has frequently happened that coals which under normal times commanded higher prices in the open market because of their superior qualities are subject to a lower maximum selling price than less attractive coals that may, because of thinness of seam or other mining conditions, cost more per ton to produce. Criticism has also been made because of the narrow spread betwen the prices on prepared sizes and those applicable upon run of mine. Many mines in the past have spent vast sums in building plants to improve the preparation of the coal mined and this was not taken into account in the original prices. Some recognition has been given to this since that time, however, in the extra allowance made for special preparation.

The regulation of prices from the point of view of the jobber has been less successful. While, upon certain classes of business, the 15-cent commission originally allotted would have been ample, upon other classes, and particularly scattered domestic tonnage in central and western states, it has proved non-compensatory. The artificial status of the jobber under the first plan, as well as the purchasing agency scheme, has been discussed more in detail in earlier paragraphs. To this, as a factor, must be added the volume of tonnage handled. This, as has been pointed out, has been curtailed so that commissions remunerative under a normal volume of business have become otherwise with a reduction in tonnage.

Retail price regulation has, in the long run, turned out to be a financial benefit to the retail coal merchant. The basis first announced, 130 per cent. of the 1915 gross margins, was unworkable and soon discredited for the fixing of margins based upon actual, present day costs. As in the case of mine prices this system of regulation has forced upon the coal men a closer study of the costs of doing business. E. N. Hurley, when chairman of the Federal Trade Commission, began the preaching of this doctrine of "know your costs" to the business men of the country; the price fixing under the Fuel Administration drove home to the coal men the necessity of embracing this doctrine.

2. Until the promulgation of the zoning scheme, regulation of distribution was piece-meal, conflicting and confusing. Although the zoning plan has meant the disruption of many long established trade relations, it has accomplished its purpose of saving transportation and thereby increasing production. It has not, however, stopped with zoning for producing districts in the bituminous coal fields and the allotment to states of definite quotas of anthracite for domestic consumption, but has been augmented further, first by the priority classifications of the War Industries Board, which has determined the relative right of various industries, public utilities and domestic consumers to receive coal and, second, by the storage limitation orders of the United States Fuel Administration, which have fixed the maximum amount

of coal industries in different parts of the country may have in storage at any one time. Anthracite distribution has been further controlled by Washington in the utterance of an order requiring a dealer to make deliveries of two-thirds' to all householders consuming four tons or more before any consumer receives his entire quota of this fuel and this scheme has been further expanded in individual communities by limiting deliveries to consumers with specified types of heating equipment. In many cases, it has been ordered that a certain percentage of bituminous coal must be bought in order to receive anthracite. In some states communities have been deprived of anthracite altogether.

3. Aside from the aid to production in the zoning plan the United States Fuel Administration launched an intensive personal campaign among the mine workers and mine managers to induce them to boost output as an aid to winning the war. This work, under the direction of James B. Neale, assisted by a corps of practical coal men, has been very successful. In addition to swelling production, special efforts have been made to increase the value of the actual coal supply of the country by teaching economy in consumption in householders and industrial consumers and, in some cases, coal supplies to certain lines of industry have been curtailed or entirely cut off.

Although the general powers of the United States Fuel Administration, as now constituted under the provisions of the Lever Act "shall cease to be in effect when the existing state of war between the United States and Germany shall have terminated, and the fact and date of such termination shall be ascertained and proclaimed by the President," it seems probable that some degree of supervision will be exercised for some time after the President's proclamation.

There are economic and legal points involved in the return of coal to a peace basis that are beyond the scope of this introduction. Whatever the outcome this is certain: The coal industry during the Great War was recognized for what it is, the World's Greatest Industry.

Coal Industry Better Understood

A Short Statement from Washington.

The most fateful thing that can happen to an industry is to be generally misunderstood. That undoubtedly was the position of the coal industry prior to the war. As far as the public was concerned, a pall of the densest ignorance overhung the mining, the wholesaling and retailing of coal. With this ignorance went the usual concomitants—impatience, dissatisfaction, unfairness, and community, yes, national anger.

The war itself brought on a tremendous strain on every part of the industry and much suffering that could hardly be avoided. Then came inquiry, then the facts, then the light of understanding. The fierce white light of publicity beat in upon this industry which is so essential to civilization. The people began to see the difficulties with which the miners, the operators and the retailers had to contend. It suddenly dawned upon the public what an important and necessary factor coal was to our very lives, our civilization. Then came the magnificent response of the miners to our war needs, a thing unparalleled in our history; also came the sacrifice of the individual so that the war could be carried on successfully and to such a glorious finish, and there is no brighter page in history than this. Finally came the great conservation movement with its saving of millions of tons through intelligent effort.

The result today is that the entire industry is better understood than ever before; the doubt which led to misgivings and anger have disappeared and the peace and content that always ought to exist between a great industry and the people has been achieved.

It is now your problem—made easier than ever before after coming through the fire of ordeal. What are you going to do about it?

VAN H. MANNING,
Director Bureau of Mines,
Department of the Interior.

ALABAMA

ALABAMA, which ranks high among the Southern states in the production of coal, leads all of the commonwealths in that section of the country in the consumption of fuel within its own borders. Secondarily this may be attributed to the iron and steel enterprises that have given its principal city the significant designation, "the Pittsburgh of the South," but primarily the home utilization of its vast ore deposits is due to the high quality coking coals mined from the beds within the state. This is illustrated in striking fashion by a comparison of the operations in the three leading iron ore states. Minnesota, with no coal of its own, marketed 32,545,236 long tons of ore in 1916, but had only three blast furnaces; Michigan, with a small coal production, marketed 13,664,437 long tons of iron ore and had 12 blast furnaces reporting, while Alabama, with an iron ore production of 5,134,995 long tons—third in the list of iron producing states—reported 47 furnaces.

From the point of view of fuel consumption Alabama is self-sustaining to a degree approached by but one other major coal producing state. Exclusive of railroad fuel and steamship bunker coal, approximately 49 per cent. of the Alabama production is burned within the state. Home consumption records are, it is true, exceeded by half a dozen other states upon a percentage record, but not upon actual tonnage figures. The remarkable fact, however, is that the 49 per cent. of the Alabama production referred to represented more than 97.6 per cent. of the total bituminous coal consumed in 1915 by general industrial and domestic users in that state. While Alabama was giving such signal recognition to home products, 15 other states, extending from the Pacific to the Atlantic coast, were also testifying to the worth of the Alabama fuel, consuming, during the period named, 14 per cent. of the Alabama output. The railroads used 34 per cent. and 3 per cent. was shipped to tidewater.

The coal fields of Alabama, covering an area of approximately 6,000 square miles in the northern part of the state, form the southwestern end of the Appalachian coal region. The United States Geological Survey divides the fields into four distinct coal producing basins, viz., the Coosa, Cahaba, Warrior and Plateau. The first three are named after the rivers that drain them, while the Plateau field includes Blount, Lookout and Sand (or Racoon) mountains. The general location, area and characteristics of these divisions are described by the Survey as follows:

"The Coosa basin is a deep syncline forming the southeastern margin of the Alabama coal fields and extending across Shelby and St. Clair counties. It is 60 miles long by six miles wide and contains about 350 square miles. This basin has not been thoroughly explored and the number and extent of its coal beds are not well known, but, in different parts, two to 12 beds are reported having a thickness of three feet or more.

"The Cahaba basin is also a syncline west of the Coosa basin, to which it is parallel and from which it is separated by a faulted anticline. It includes parts of St. Clair, Jefferson, Shelby and Bibb counties. Its length is 68 miles, its average width about six miles and its area 394 square miles. There are many workable beds and the total quantity of coal in the basin is large.

"The Warrior basin is separated from the Cahaba basin and Blount mountains by Jones and Murphrees valleys. It includes all of Walker county, most of Jefferson, Tuscaloosa and Fayette counties, and smaller parts of Bount, Cullman, Winston and Marion counties. Its known area is estimated at 4,000 square miles.

"The Plateau field embraces parts of Blount, Etowah, Dekalb, Cherokee, Marshall and Jackson counties and is upward of 3,000 square miles in extent. The coal resources of this field are not well known, but they are comparatively small. There are believed to be from four to six beds that are locally workable."

Of the divisions named, the Warrior basin has been and is by far the most important commercially. It contains the famous Blue Creek, Mary Lee and Pratt beds, from which are produced coking coals that have made Alabama one of the most important iron producing states. Over 60 per cent. of the total production in the Birmingham district comes from these three beds, their percentage contributions to the total ranking in reverse order to the naming in the sentence preceding. Eight or ten other beds furnish the remainder of the production.

The earliest record of coal production in Alabama dates back to 1834. Output was first reported in the United States Census for 1840, when the state, among the first to have production recorded, was credited with

an output of 946 tons. Figures between that date and 1860 are estimated in the government reports. In 1860, according to Census figures, the production was 10,200 tons. Actual records are again lacking until 1870, when an increase of only 800 tons over 1860 was reported. Expansion of production proceeded at a modest pace until 1874, when the output was 44,800 tons, against 16,800 tons the year preceding. Between 1873 and 1882, production advanced to 896,000 tons. The development of the iron resources of the Birmingham district, which began on a large scale in 1883, pushed production up to 1,568,000 tons. Output since that date is shown in the following table:

Year.	Ton.	Year.	Ton.
1884	2,240,000	1901	9,099,052
1885	2,492,000	1902	10,354,570
1886	1,800,000	1903	11,654,324
1887	1,950,000	1904	11,262,046
1888	2,900,000	1905	11,866,069
1889	3,572,983	1906	13,107,963
1890	4,090,409	1907	14,250,454
1891	4,759,781	1908	11,604,593
1892	5,529,312	1909	13,703,450
1893	5,136,935	1910	16,111,462
1894	4,397,178	1911	15,021,421
1895	5,693,775	1912	16,100,600
1896	5,748,697	1913	17,678,522
1897	5,893,770	1914	15,593,422
1898	6,535,283	1915	14,927,937
1899	7,593,416	1916	18,086,197
1900	8,394,275		

Figures covering detailed distribution for 1915, the only year prior to the war for which statistics are available, show that the total production in Alabama at that time was 14,927,937 tons. Of this tonnage, 7,347,886 tons were consumed within the state: 535,340 were burned at the mines, 289,239 tons were sold locally, 1,780,872 tons were coked at the mines, while 4,742,435 tons were shipped to points within the state. The railroads purchased 5,072,435 tons. Tidewater shipment (23,641 tons for foreign export, 319,307 for foreign bunker and 160,951 tons for domestic bunker) accounted for 503,899 tons.

Louisiana was the largest interstate customer that year, using 717,437 tons out of the total of 2,003,717 tons shipped interstate. Mississippi came second with 596,218 tons; Georgia, third, 363,572 tons. Arkansas received 10,450 tons; California, 292; Florida, 108,782; Missouri, 3,519; the Carolinas, 475; Oklahoma, 713; Oregon, 190; Tennessee, 161,754; Texas, 39,987; Virginia, 307 tons, and Washington, 21 tons.

As mentioned in an earlier paragraph, over 97.6 per cent. of the total bituminous coal consumption of Alabama is taken care of by the mines in the state. The 1915 bituminous coal consumption (exclusive of railroad and steamship business) totaled 7,524,540 tons. Alabama furnished 7,347,886 tons; Georgia, 36; Kentucky, 56,913; Tennessee, 48,942; Virginia, 67,961, and West Virginia, 2,800 tons. In addition, the state called upon Pennsylvania for 8,100 tons of anthracite.

JESSE M. OVERTON, Nashville, Tennessee,
President Alabama Fuel & Iron Co., Nashville, was born in Pulaski, Tennessee, July 25, 1863, and has been in the coal business thirty-one years. He is Treasurer of the Rocky River Coal & Coke Co. Mr. Overton was formerly Vice President and General Manager of the Bon Air Coal & Iron Co. He is one of the prominent coalmen in the South and has extensive financial interests.

CHARLES FAIRCHILD DE BARDELEBEN, Birmingham.
Vice President and General Manager Alabama Fuel & Iron Co., Brown-Marx Building, Birmingham, Alabama, is also President of the Margaret Coal & Sales Co. and has been in the coal business for twenty-five years. He was born in Prattville, Alabama, July 4, 1874. He has recently filled the position of President of the Birmingham Chamber of Commerce and is highly regarded in both civic and coal trade circles. He is a son of Col. H. F. De Bardeleben, who located and named the first coal seam found in Alabama, and founded Pratt City and Bessemer, Alabama; also one of the organizers of the Tennessee Coal, Iron & Railroad Co.

WILLIAM CARSON ADAMS, Birmingham, Alabama,
Manager of Sales Alabama Fuel & Iron Co. and Margaret Coal & Sales Co., 1242 Brown-Marx Building, Birmingham, was born in Bowling Green, Kentucky, November 17, 1881, and has been in the coal business eighteen years. He was formerly connected with the Galloway Coal Co., Memphis, Tennessee.

JAMES BONNYMAN, Birmingham, Alabama,
President of the Bonnyman-Norman Coal Co., Brown-Marx Building, Birmingham, Ala., was born July 9, 1879, at Lexington, Kentucky, and has been in the coal business for fifteen years. Mr. Bonnyman is also President of the Brookside Pratt Mining Co. and the Supreme Mining Co. He was formerly connected with the Durham Coal & Coke Co., Stearns Coal Co. and Birmingham Coal & Iron Co. He is a member American Society Civil Engineers and American Institute Mining Engineers.

JOSEPH A. NORMAN, Birmingham, Alabama,
Vice President of the Bonnyman-Norman Coal Co., 730 Brown-Marx Building, Birmingham, Alabama, has been in the coal business twelve years and is Vice President of the Supreme Mining Co. Mr. Norman was formerly General Sales Agent for the Birmingham Coal & Iron Co. He was born in Knoxville, Tennessee, February 9, 1875. The Bonnyman-Norman Coal Co. was organized in 1911 and does a general wholesale coal business. On April 1, 1918, Mr. Norman and others organized the Bonnyman-Norman Sales Co., Inc., of which he was elected Vice President, to conduct a general sales agency and coal purchasing agency.

JAMES LAFAYETTE DAVIDSON, Birmingham, Alabama,
Secretary-Treasurer of the Alabama Coal Operators' Association, Birmingham, Alabama, is also General Counsel, Secretary and Director of the Yolande Coal & Coke Co., the New Connellsville Coal & Coke Co., and the Abernant Coal Co. Mr. Davidson was born in Centreville, Alabama, September 2, 1880. He has been interested in the coal business fourteen years, although the practice of law is his principal vocation.

ASA LYMAN HOYT, Birmingham, Alabama,
President Cahaba Red Ash Coal Co., Birmingham, was born April 3, 1878, in Atlanta, Georgia, and has been in the coal business over twenty years. He was formerly a member of the firm of H. O. Hoyt & Son.

WILLIAM S. LOVELL, Birmingham, Alabama,
President of the Montevallo Mining Co., American Trust Building, Birmingham, Alabama, has been actively interested in the coal industry for twenty-five years. He is also President of the Black Creek Coal & Mining Co. and Director of the Bessemer Coal, Iron & Land Co. Mr. Lovell was born at Natchez, Mississippi, October 20, 1861.

JAMES W. MacQUEEN, Birmingham, Alabama,
Vice President and Sales Manager Sloss-Sheffield Steel & Iron Co., American Trust Building, Birmingham, Alabama, was born April 15, 1866, in Society Hill, South Carolina. He has been connected with railroads and coal companies continuously for thirty-two years. Prior to his connection with his present company he was with the Cahaba Coal Mining Co. for six years, from 1885 to 1891. This company now produces over 2,000,000 tons of coal annually.

ERSKINE RAMSEY, Birmingham, Alabama,
Vice President and Chief Engineer of the Pratt Consolidated Coal Co., at Birmingham, Alabama, was born September 24, 1864, near Pittsburgh, Pennsylvania. In 1887 Mr. Ramsay became connected with the Tennessee Coal, Iron & Railroad Co., and in 1901 was appointed to his present position. In addition to his mining interests, Mr. Ramsay is Director of the First National Bank of Birmingham, President of the Bank of Ensley and is interested in numerous other enterprises. He is a member of the American Institute of Mining Engineers and was one of four engineers appointed by the U. S. Bureau of Mines to investigate and report on coal mining conditions in European collieries.

EDGAR JAMES ROWE, Birmingham, Alabama,
Vice President and Treasurer of the Yolande Coal & Coke Co., Birmingham, Alabama, of which concern he was until recently the Sales Manager, was formerly connected with the Sloss-Sheffield Steel & Iron Co. He has been in the coal business since January 15, 1903. Mr. Rowe was born September 24, 1879, in Wilkes County, Georgia. He is also interested in the Hurricane Creek Coal & Coke Co. Mr. Rowe is very popular in trade circles and has many friends in the coal business.

JAMES WILLIAM WHATLEY, Birmingham, Alabama, Manager of Sales for the Tennessee Coal, Iron & Railroad Co. of the Coal, Coke and Fertilizer department, with general offices in the Brown-Marx Building, Birmingham, Alabama. He is eleven years in the coal business. He was born at Idaho, Alabama, July 29, 1874, and is one of the most popular and progressive coalmen in the south.

KNOX A. CONVILLE, Birmingham, Traffic and Sales Manager Pratt Consolidated Coal Co., American Trust Building, Birmingham, Alabama, was born May 20, 1873, in Clay County, Alabama. He is also interested in the McCormack & Ramsay coal mining projects and is active in the Alabama Coal Operators' Association. He has spent twelve years in the coal business.

DAVID ROBERTS, JR., Birmingham, President and General Manager Brilliant Coal Co., American Trust Building, Birmingham, Alabama, has been in the business twelve years, having served two years as Engineer with the Brushy Mountain Coal Co., and has been active in the Alabama Coal Operators' Association. He was born April 10, 1884, in Charleston, South Carolina.

DE BARDELEBEN COAL CO., Birmingham.

This company is one of the leading coal producers in Alabama, owning 15,000 acres Black Creek Coal lands in Walker County, forty miles northwest of Birmingham.

The De Bardeleben Coal Co., with a capital stock of $600,000 and 6 per cent twenty year serial gold bonds of $600,000, was originally incorporated as the Maryland Coal & Coke Co. but the name was changed May 1, 1915. The officers are:

President—Henry T. De Bardeleben, Birmingham.

Vice-President and Resident Manager at the Mines—Milton H. Fies, Sipsey, Alabama.

Secretary and Treasurer—G. M. Bowers, Birmingham.

Directors—I. N. Hanson, Atlanta, Georgia; Eugene Fies, Birmingham; T. Johnson Ward, Philadelphia, Pennsylvania; G. M. Bowers and Henry T. De Bardeleben, Birmingham.

The company produces about 300,000 tons annually, which is prepared in five sizes. The mine is modern and electrically equipped.

The coal is well adapted to bunker purposes and the company owns the majority interest in W. G. Coyle & Co. of New Orleans, Louisiana, who supply the bunker trade at that port—and have had the United States Navy contract for past two years on their Sipsey washed steam coal.

The mines are located at Sipsey, Alabama, on the Warrior river, navigable the year around and by which means the company transports with their own barges and towboats a large percentage of its coal by water to Mobile, Ala.

Henry T. De Bardeleben, President, is the eldest son of Henry F. De Bardeleben, the pioneer and chief coal and iron developer of Alabama.

ALABAMA—Birmingham

CLARENCE SEARS BISSELL, President Black Diamond Coal Mining Co., 1926 Jefferson County Bank Building, Birmingham, Alabama, was born in Fulton, New York, January 16, 1871. He is Treasurer and General Manager of the Benoit Coal Mining Co., President of the Cordova Fuel Co., and Secretary and Treasurer of the Commercial Coal Mining Co. He has been engaged in the coal business for ten years and has filled the position of President of the Frisco Coal Car Operators' Association.

HAROLD ELMER BISSELL, 1926 Jefferson County Bank Building, Birmingham, Alabama, Secretary and Treasurer Black Diamond Coal Mining Co., is a native of Rochester, New York, the date of his birth being December 25, 1890. He has been engaged in the coal business during the past seven years and is Treasurer of the Cordova Fuel Co. and Secretary of the Benoit Coal Mining Co.

DARBY HENAGAN BROWN of D. H. Brown & Co., Brown-Marx Building, Birmingham, Alabama, was born December 23, 1873, in Sumter County, Alabama. His career as a coal merchant covers a period of twelve years.

JOHN EDMUND DILWORTH of Birmingham, Alabama, is President and Treasurer of the Sipsey Coal Mining Co. and is interested in several retail coal yards in Birmingham. He has been in the business thirty-seven years and has been connected with the following companies: Cambria Iron Co., Johnstown, Pennsylvania; Abernant Coal Co.; Virginia & Alabama Coal Co.; Yolande Coal & Coke Co. He was born April 23, 1858, in Millstone, New Jersey.

EUGENE A. HOLMES, Manager of Sales Roden Coal Co., Brown-Marx Building, Birmingham, Alabama, was born September 6, 1872, in Lafayette, Alabama. He has been in the coal business twenty-three years, having been formerly with the National Coal & Coke Co. of Birmingham and with the Galloway Coal Co. of Memphis, Tennessee. Mr. Holmes is now acting as District Representative for the United States Fuel Administration in the Alabama District.

FRANK W. HOPKINS, 218 Woodward Building, Birmingham, Alabama, is President of the Isthmian Coal & Trading Co., Vice President of the Dixie Coal Mining Co., and Vice President of the Carbon Hill Mining Co. Mr. Hopkins was formerly connected with the Palos Coal & Coke Co. and has been fifteen years in the business. He was born October 23, 1858, in Magnolia, Mississippi.

GEORGE BRYANT McCORMACK is President of the Pratt Consolidated Coal Co., Birmingham, Alabama, and President or Vice President of several other coal companies. He has been President of the Alabama Coal Operators' Association since its organization ten years ago. He was at one time connected with the Tennessee Coal, Iron & Railroad Co. and is extensively interested in coal mining projects. He was born April 4, 1859, at Plattin, Missouri, and has been engaged in the coal business during the past thirty-seven years. Mr. McCormack has long been one of the most prominent factors among Alabama coal producers.

JOHN THOMAS MORGAN, late President and Treasurer of the East Pratt Coal Co., Birmingham, Alabama, was also largely interested as an individual owner of valuable coal lands. Some of his former connections in the business were with the Dora Coal Mining Co., the Palos Coal Co., and the Little Warrior Coal & Coke Co. Mr. Morgan was born February 6, 1861, at Morganville, Georgia, and was active in the coal industry twenty-seven years, dying December 25, 1917. He has been succeeded by his eldest son, Thomas William Morgan, as President and Treasurer of the East Pratt Coal Co.

JOHN WILLIAM PORTER, Treasurer and General Sales Manager for the Alabama Coal Co., Birmingham, Alabama, has given fifteen years to the coal business. Prior to his present connection he was with the Kansas & Texas Coal Co., Pittsburg, Kansas, and the Lacey-Buek Iron Co. of Birmingham. He was born February 17, 1873, at Grand Ridge, Illinois.

EDWARD POWELL ROSAMOND, Birmingham, Alabama, is General Superintendent of the Pratt Consolidated Coal Co. He also is President of the Powell Coal Co., as well as Secretary and Treasurer of the Jagger Coal Co. For twenty-seven years Mr. Rosamond has been interested in the business, having been for some time with the Tennessee Coal, Iron & Railroad Co. He was born in Jasper, Alabama, July 31, 1869.

JOHN EDWARD ROSS, Woodward Building, Birmingham, Alabama, is Secretary and Treasurer of the Dixie Coal Mining Co. He was born August 17, 1888, in Poplar Grove, Arkansas. Formerly Mr. Ross was interested as a stockholder in the Commercial Coal Mining Co. and in the Altoona Coal & Iron Co., being Treasurer and General Manager of the latter for some time. He likewise was connected with the Black Diamond Coal Mining Co. as Traffic Manager, and with the Gravlee-Lint Coal Co. and the West Corona Coal Co.

HAROLD R. SANSON, 1411 American Trust Building, Birmingham, Alabama, is General Manager for the Cahaba Southern Coal Mining Co., and holds a similar position with the Warrior-Pratt Coal Co. He has been in the coal business sixteen years. Mr. Sanson was born in East Orange, New Jersey, in 1876.

JOSEPH S. SHANNON, 850 Brown-Marx Building, Birmingham, Alabama, is President of the Ruby Coal Co. and of the Diamond Coal Co. He has been twenty-two years in the business, having organized and promoted the two companies mentioned, as well as the Oak Leaf Coal Co., in 1896. He also is interested in the Mt. Carmel Coal Co. Formerly he was with the Galloway Coal Co., Memphis, Tennessee. Mr. Shannon was born August 19, 1866, in Union County, North Carolina.

BERNARD R. SMITH, First National Bank Building, Birmingham, Alabama, is Manager of Sales for the Corona Coal & Iron Co. and the Birmingham Fuel Co. He formerly was with the Roden Coal Co., Marvel, Alabama, and with the Reid Coal Co. and Dow Coal Co., Dallas, Texas. The past fifteen years have been spent by him in the coal business. Mr. Smith was born September 15, 1876, in San Augustine, Texas.

CARL FERDINAND WITTICHEN is the President of the Wittichen Coal & Transfer Co., 12 South Twentieth St., Birmingham, Alabama. He is also interested in the Brookside-Pratt Mining Co., Birmingham, Alabama. He has been five years actively in the coal business. He was born in Baltimore, Maryland. He was for thirteen years General Manager of the Kirkpatrick Sand & Cement Co.

ALABAMA

CHARLES PELHAM ANDERSON is the proprietor of the Anderson Coal Co. at Montgomery, Alabama, and has been engaged in the coal business for twenty-eight years. He was born at Montgomery February 11, 1866.

HUGO BROWN, Mobile, Alabama, is the President of the Brown-Morgan Coal Co., and has been in the business five years. Mr. Brown is a native of Germany and was born February 11, 1868. Leo M. Brown, a well-known lawyer of Mobile, is Secretary of the company.

CASIMER PHILIP CHABERT, Corona, Alabama, is President and General Manager of the Chabert Coal Co. and has been in the business for fourteen years. He was born April 6, 1877, at Hubbert, Ohio.

SAMUEL J. CHILDERS is the senior member of the firm of S. J. Childers & Son at Jasper, Alabama. With his son, Thomas M. Childers, he has been in the coal business for the past twenty years. Mr. Childers was born at Jasper in December, 1847.

MATT MARTIN COCHRAN, Manager Cochran Coal Co., 1920 Alabama Avenue, Bessemer, Alabama, was born February 25, 1883, in Columbia, Tennessee. He has been engaged for five years in the coal business and is making a successful record for his company.

THOMAS JAMES COCHRAN, 1920 Alabama Ave., Bessemer, Alabama, is the senior member of the Cochran Coal Co., which was organized about five years ago. Mr. Cochran was born February 1, 1882, in Columbia, Tennessee.

ALBERT C. DANNER, 50 North Commerce St., Mobile, Alabama, is President of the Mobile Coal Co. and has been in the business for forty years. Formerly he was head of the firm of Danner & Co. He was born at Winchester, Virginia, March 12, 1843, and is one of the prominent coalmen of the south. His son, Paul Danner, is Vice President and General Manager.

FRANK L. DAVIDSON is the proprietor of a coal business at Selma, Alabama, in which he has been successfully engaged during fourteen years. Mr. Davidson was born at Selma January 12, 1874.

F. B. DUNLAP is President of the Montevallo-Shelby Coal Co., Straven, Alabama, and has been engaged in the coal business for sixteen years. He was born at Milwaukee, Wisconsin, March 17, 1850.

HARRY EVANS FLEETWOOD, General Manager Samoset Coal Co., Burnwell Mines, Alabama, is interested in the Burnwell Coal Mining Co. and formerly was connected with the Seaboard Coal & Coke Co. He has been a member of the Legislative Committee of the Alabama Coal Operators' Association. His active connection with the coal industry covers fifteen years. Mr. Fleetwood was born November 24, 1873, in Savannah, Georgia.

CHARLES W. GRIFFIN is the sole owner of the business of C. W. Griffin & Co., Lafayette, Alabama, and has been in the coal business for seventeen years. Mr. Griffin was born June 14, 1866, at Lafayette.

LEON H. HATTEMER, 1036 South Court St., Montgomery, Alabama, is President of the Dixie Coal Co. and has been in the coal business for four years. He was born at Fort Deposit, Alabama, November 11, 1899. Mr. Hattemer is now serving as an enlisted man with Battery E, 118th A. F. A., stationed at Camp Whalen, Macon, Georgia. During his absence Henry L. Hattemer is managing the business.

JAMES D. HILLHOUSE of Adamsville, Alabama, is the President of the North Pratt Coal Co. and of the Summit Coal Co. He is a native of Scotland and was born in 1866. Mr. Hillhouse has been connected with different branches of the coal industry for about forty years and from 1893 to 1897 he was Chief Mine Inspector of the State of Alabama.

A. D. JERVIS, Decatur, Alabama, is the President of the Decatur Ice & Coal Co. and has been in the business for four years. Mr. Jervis is a native of Wales and was born in 1860.

PERRY R. JORDAN of Blossburg, Alabama, is President of the Jordan Coal Co. He was born at Delta, Alabama, September 29, 1868, and has been actively engaged in the coal business for thirty years. Formerly he filled the position of Superintendent of Mines with the Sloss-Sheffield Iron & Steel Co.

JAMES EDWARD KANE, Secretary Mobile Coal Co., Mobile, Alabama, was born in Mobile in 1885 and has been in the coal business thirteen years.

BAYNARD L. MALONE, President Malone Coal, Grain & Motor Co., of Albany, Alabama, was born February 2, 1874, in Macon, Georgia, and has been in the coal business for twenty-six years.

ROBERT J. MILLING, Mobile, Alabama, is the Local Manager for the Pratt Consolidated Coal Co. He was born at Birmingham, Alabama, in 1887, and has been in the coal business twelve years.

HENRY JOSEPH MOORE, Florence, Alabama, is Vice President and General Manager of the Alabama Coal Mining Co. He is also interested in the Florence Ice & Coal Co. and the J. Nailen Coal Co. He has been in the coal business for twenty-three years and prior to his present connection was with J. A. Edwards & Co., miners, and with the Long Coal & Mining Co. Mr. Moore was born October 28, 1874, at Florence, Alabama.

JOHN DANIEL MYHAND has been a retail coal merchant at Roanoke, Alabama, for six years and is the sole owner of his business. He was born in Harris County, Georgia, July 5, 1856.

M. L. O'NEALE of Coal City, Alabama, has been Superintendent of Mines for the Bird Coal & Iron Co. since July 1, 1917. He was Superintendent of Mines for the Seaboard Coal & Coke Co. from 1911 to 1914 and of the Central Coal Co., Kimberly, Alabama, from September, 1912, to March, 1913. He filled a similar position with the Coal City Mining Co. from 1914 to July, 1917. Mr. O'Neale was born at Chattanooga, Tennessee, in 1886.

A. B. PARKER is the Manager of the Sylacauga Ice & Coal Co., Sylacauga, Alabama. R. H. Woodward is Secretary and Treasurer and located at Birmingham.

JAMES PUGH PEARSON, Kimberly, Alabama, is now trustee of the Central Coal Co., of which he formerly was Secretary and Treasurer. Mr. Pearson has been in the coal business eighteen years. He was born at Orlando, Florida, June 15, 1882.

JOHN HENRY PHEYLEN, Marvel, Alabama, is Secretary and Treasurer of the Roden Coal Co., with which he has been connected during the last three years. Mr. Pheylen was born at Richford, New York, January 19, 1876. B. F. Roden is President of this company and C. C. Bowman of Pittston, Pennsylvania, is Vice President.

FRANKLIN D. PIERCE, M. D., of Bridgeport, Alabama, is President of the Pierce Coal & Lumber Co., miners of coal and manufacturers of lumber. Dr. Pierce has been connected with the coal mining industry for fourteen years. He was born at Plum, Venango County, Pennsylvania, February 22, 1853.

ED PRICKETT is the sole proprietor of a coal yard at North Birmingham, Alabama, and has been in the business for ten years. He was born October 19, 1872, at Rockford, Alabama.

J. E. ROSS of Jasper, Alabama, is the Secretary and Treasurer of the Dixie Coal Mining Co. He was formerly connected with the Altoona Coal & Iron Co., the Black Diamond Coal Mining Co. and the Commercial Coal Mining Co. Mr. Ross was born at Poplar Grove, Arkansas, August 17, 1886, and has been in the coal business for twelve years.

JOE A SEARCY is Manager for the Northport Coal Co., Tuscaloosa, Alabama. He has been in the coal business for six years. Mr. Searcy was born March 28, 1879, at Tuscaloosa. Frank Rice is President of the company and Joe Rice is Secretary and Treasurer.

THOMAS HARRISON TUTWILER is Secretary of the Davis Creek Coal & Coke Co. at Rock Castle, Alabama. He was born August 24, 1876, at Columbus, Texas, and has spent nineteen years in the coal business. Mr. Tutwiler was formerly connected with the Alabama Consolidated Coal Co., the Sloss-Sheffield Iron & Steel Co., and the Cordova Coal & Coke Co., filling the position of Secretary and Salesman.

DANIEL O. VAUGHAN, a retail coal merchant of Geneva, Alabama, has been in the business for fifteen years. He was born at Geneva June 13, 1871.

ARIZONA

THE importance of Arizona in coal trade history is still a promise. Its present claims for fame must rest upon its climate, its silver mines and other activities unconnected with the fuel industry. Without the severe winter season to induce a heavy consumption of coal for house-heating purposes and with industrial demands low because of limited commercial enterprise, this state is at the bottom of the list as a coal consumer. Its 1915 industrial and domestic consumption totaled only 158,723 tons. With the exception of 450 tons shipped from West Virginia, New Mexico mines took care of the entire requirements of the state. No shipments of anthracite from the Pennsylvania fields were reported.

Despite the minor place now occupied by Arizona the state holds possibilities of taking rank among the major southwestern producing fields if the manufacturing and transportation development of that part of the United States should reach the point where the draft upon the output of existing mines should show a heavy increase. Although mining upon a commercial scale has not been attempted, the commonwealth contains approximately 6,000 square miles of coal-bearing land, with an estimated available recovery of 8,030,000,000 tons.

The most important coal area is the Black Mesa region, which underlies the Hopi and Navajo Indian reservations in the northeastern part of the state. This field contains approximately 5,920 square miles. As the result of a reconnaissance study some years ago, M. R. Campbell, of the United States Geological Survey, estimated that the field contained 14,082,000,000 tons and that 8,000,000,000 tons of this were recoverable. It is thought that the coal bearing strata are an extension of the formation underlying the San Juan and Gallup fields in New Mexico.

While the Deer Creek field, lying north of Gila, about midway between the Salt River and the main line of the A. T. & S. F. Ry., is much smaller in area—30 square miles—the existence of coal in the basin has been known for about 35 years, although no commercial development has been attempted. The beds are thin, 24 to 30 inches, and it is estimated that only half of the assumed deposit of 60,000,000 tons would be available for commercial recovery. There are at least two beds of workable thickness throughout the basin. The field yields a hard block coal suitable for transportation and a softer grade adaptable only for local use.

ARIZONA

THOMAS C. DAVIES, Douglas, Arizona, is the proprietor of the Davies Fuel & Feed Co., being the successor of Bassett & Frist in the business. Mr. Davies is a native of Wales and was born February 24, 1881, coming to Cleveland, Ohio, with his parents when a boy. When he became of age he was naturalized.

CHARLES DAZE has been in the retail coal business at Winslow, Arizona, for seven years and represents the Diamond Coal Co. He was formerly connected with the Victor American Fuel Co. Mr. Daze was born in Canada February 16, 1865.

JACK B. MARTIN, President of the People's Fuel & Feed Co., Tucson, Arizona, was born in Los Angeles, California, August 4, 1894, and has been in the coal business three years.

JOHN MASSING, proprietor of the coal business of John Massing & Co., Prescott, Arizona, has been connected with the industry for twelve years and is the owner of 80 acres of coal lands near Gallup, New Mexico. He was born at Brimfield, Illinois, December 21, 1866.

CHARLES F. MOSS, Benson, Arizona, is proprietor of the Benson Coal & Ice Co. and of the Wilcox Coal & Ice Co. He has been in the business for fifteen years and was formerly connected with the Victor American Fuel Co. Mr. Moss was born June 27, 1872, at Mossville, Pennsylvania.

HENRY CLAY ROBINETTE, proprietor of the business of the Robinette Feed & Fuel Co., 426 North Second St., Phoenix, Arizona, was born in Flintstone, Maryland, August 16, 1852. He has been in the coal business eight years.

WALTER J. WAKEFIELD is President and Manager of the Arizona Fuel & Supply Co., at Tucson, Arizona, and has been in the coal business three years. Mr. Wakefield was born in Tucson March 22, 1882.

ARKANSAS

PRODUCTION statistics considered alone give a misleading index to the part played by Arkansas in the commercial coal trade history of the country. Except for Louisiana, directly south, and Mississippi, southeast, Arkansas must make its distribution through a wall of coal producing states. Superior transportation facilities, both rail and water, permitting the free movement of coals from the East and from Illinois, and the proximity of the Alabama and Kentucky coal fields, have acted as an effective barrier against the commercial marketing of the Arkansas product in Louisiana and Mississippi.

Despite these natural drawbacks the quality of coal produced in the better parts of the Arkansas field is such that 37 per cent. of the output of the state is distributed between Texas on the south and Minnesota on the north. The principal coal field of the state is an extension of the Hartshorne bed in Oklahoma and follows the course of the Arkansas river to Russellville, about 75 miles east of the Oklahoma-Arkansas state line. Near the Oklahoma border the bed contains coal of a semi-bituminous character, which closely approaches Pocahontas and New River on an analytical basis, although the Arkansas product is of greater friability. As the bed proceeds eastward, the percentage of fixed carbon increases until the coal enters the semi-anthracite class.

Two other beds, the Charleston, about 700 feet above the Hartshorne seam, and the Paris, about 300 feet above the Charleston, are worked to a limited extent, the former in Franklin and the latter in Logan county, but approximately 99 per cent. of the Arkansas product comes from the Hartshorne field. A fourth bed lies below the Hartshorne, but it is small in area and has not been worked upon a commercial scale. The southeastern lowlands of the state contain extensive lignite beds, but these are largely undeveloped. The area of the semi-bituminous coal and the semi-anthracite fields in the state approximates 1,500 square miles.

The first official record of production was in 1840, when the Census credited Arkansas with a total output of 220 tons. The same year Missouri production was reported as 9,972 tons and Iowa as 400 tons. These three states were the first west of the Mississippi river to report coal production and this condition continued until 1860. At that time Arkansas production was only 200 tons, while Missouri had jumped to 280,000 and Iowa to 41,920 tons. Records are again blank until 1880, when the Arkansas production had risen to 14,778 tons. Five years ago this had increased to 100,000 tons and from that date to 1903 the rate of increase has been steady. Although the maximum production yet achieved was in 1907, when the output reached 2,670,438 tons, tonnages since 1903 have been fairly steady. Production figures for the past 30 years are shown in the tabulation following:

Year.	Ton.	Year.	Ton.
1887	129,600	1902	1,943,932
1888	276,871	1903	2,229,172
1889	279,584	1904	2,009,451
1890	399,888	1905	1,934,673
1891	542,379	1906	1,864,268
1892	535,558	1907	2,670,438
1893	574,763	1908	2,078,357
1894	512,626	1909	2,377,157
1895	598,322	1910	1,905,958
1896	675,374	1911	2,106,789
1897	856,190	1912	2,100,819
1898	1,205,479	1913	2,234,107
1899	843,554	1914	1,836,540
1900	1,447,945	1915	1,652,106
1901	1,816,136	1916	1,994,915

Although only 14 per cent. of the total production is consumed locally within the state, that represents 48.14 per cent. of Arkansas' bituminous coal requirements. In 1915, for example, 62,175 tons were consumed at mines, 46,260 tons sold locally and 129,951 shipped to intrastate points—a total of 238,386 tons used within the state. Shipments to other states were as follows: Iowa, 16,537 tons; Kansas, 114,812; Louisiana, 93; Minnesota, 5,372; Missouri, 198,768; Nebraska, 120,376; Oklahoma, 60,791; Tennessee, 15,258, and Texas, 78,418 tons—a total of 610,425 tons. Railroad fuel took 803,295 tons.

While Arkansas drew upon nine outside sources for its fuel supplies during the year named, as before stated, 48.14 per cent. of the total bituminous coal consumption was from state mines. The total bituminous coal consumption of 495,155 tons was divided as follows: Alabama, 10,450 tons; Arkansas, 238,386; Colorado, 14,234; Georgia, 73; Illinois, 128,950; Kansas, 13,669; Kentucky, 86,966; Missouri, 1,888 (including Missouri coal consumed in Illinois); Oklahoma, 453; Pennsylvania, 86. In addition approximately 800 tons of Pennsylvania anthracite were shipped into the state.

M. M. McWILLIAMS, Spadra, Arkansas,
President of the Spadra-Clarksville Coal Co, also holds interests in the following concerns: McWilliams, Ward & Co., Clark, McWilliams & Co., Southern States Coal Co., and the Smokeless Anthracite Coal Co. He has filled the position of Vice President of the Southwestern Coal Operators' Association for the state of Arkansas. Mr. McWilliams has been in the coal industry for twenty-six years and his companies are the oldest mine operations in the state. He was born at Braddock, Pennsylvania, September 2, 1871.

NATHANIEL R. CLARK, Clarksville, Arkansas,
Former President of the Spadra-Clarksville Coal Co., has been in the coal business for the past twenty-six years. Other companies in which he is interested are Clark, McWilliams & Co. and McWilliams, Ward & Co., both of Spadra, Arkansas. These are the oldest coal mine operations in the state of Arkansas. Mr. Clark was born in Spadra, November 9, 1859.

E. D. BEDWELL, Fort Smith, Arkansas,
President of the E. D. Bedwell Coal Co. with general offices at Fort Smith, Arkansas, has been engaged in the coal business over twenty years, having formerly been with the Prairie Creek Coal Co., the Midland Valley Coal Co., and the Arkansas Valley Coal Co. as General Sales Agent. Mr. Bedwell was born in 1862 at St. Joseph, Missouri.

J. E. NICHOLS, Clarksville, Arkansas,
Secretary, Treasurer and General Manager Sterling Anthracite Coal Co., Vice President Arkansas Anthracite Coal Co., and Southern Sales Agent Midland Coal Co., is also heavily interested in Arkansas anthracite coal lands yet undeveloped and is a recognized authority on Arkansas coal lands, especially in the anthracite district. Mr. Nichols was born August 25, 1874, in Judsonia, Arkansas, and has been actively connected with the coal business eighteen years.

ARKANSAS

K. P. ALEXANDER, 830 Southern Trust Buliding, Little Rock, Arkansas, is Division Sales Agent for the McAlester Fuel Co., whose general offices are at McAlester, Oklahoma. Mr. Alexander has been in the coal business for fifteen years and was formerly with the Midland Valley Coal Co. of Ft. Smith, Arkansas. He was born in St. Louis, Missouri, in 1867.

S. C. AWBREY of Fort Smith, Arkansas, President S. C. Awbrey & Co., Inc., with branches at El Paso, Dallas, Fort Smith, Kansas City, San Francisco, Los Angeles, and Mexico City, was born at Birmingham, Alabama, March 22, 1878, and has been in the coal business twenty years. Mr. Awbrey was previously connected with the Colorado Fuel & Iron Co. and Mexican Coal & Coke Co., and has built up an extensive business.

ROBERT J. BARR, who is President and General Manager of the Woodson-Barr Coal Co., Bonanza, Arkansas, has been in the business for thirty years. He was born in Dalry, Scotland, February 12, 1859. He formerly was connected with the Central Coal & Coke Co., Kansas City, Missouri.

B. J. BEST is a retail coal merchant at Newport, Arkansas, where he has been in business for five years. He was born at Arkabutla, Mississippi, January 7, 1880.

JAMES R. CONNOLE is Treasurer and Manager of the Camden Ice & Coal Co., Camden, Arkansas, and has been engaged in the coal business for twenty-five years. He was born at Carrollton, Illinois, October 19, 1863.

ANDREW BROWN CURRENT, proprietor of The A. B. C. Flouring Mills, Siloam Springs, Arkansas, was born January 11, 1872, at Relf's Bluff, Arkansas and has been in the retail coal business eighteen years.

GEORGE E. DODSON, Alix, Arkansas, owns the business of the Geo. E. Dodson Coal Co. and is Vice President of the Southern States Coal Co., Little Rock, Arkansas. He formerly was connected with the Dodson & Metton Coal Co. and has been twelve years in the coal business. Mr. Dodson was born September 30, 1873, at East Freedom, Pennsylvania.

FRANK T. GUNTHER of Greenwood, Arkansas, is the Secretary-Treasurer of the Greenwood Coal Co. and is likewise Secretary and Treasurer of the Gunther Coal Co. and of the Bokoshe Smokeless Coal Co. Mr. Gunther has been in the coal business for eleven years and was born in New York City October 1, 1886, and served as a member of the Committee on Coal Production, Council of National Defense.

C. J. HORNER of Hot Springs, Arkansas, is the owner of the business of the C. J. Horner Co. and has been engaged in the coal business during the past eleven years. Mr. Horner was born in Hot Springs November 22, 1883.

WILLIAM B. HURLEY is the proprietor of a retail coal business at Newport, Arkansas, and has been in the business for six years. He was formerly with the firm of Dean & Hocking. He was born at Newport August 27, 1882.

J. E. JAMES, Vice President of the Heim-James Coal Co. at Clarksville, Arkansas, is a native of Wales, and has been connected with the coal industry in all of its branches for over fifty years. He is now sixty-two years of age. He is the President of the Smokeless Anthracite Coal Co. of Clarksville and formerly was connected with the following companies of Spadra, Arkansas: Eureka Coal Co., Spadra Creek Coal Co., Clarksville Coal Co., and Spadra Coal Co.

JOHN W. JASPER of Huntington, Arkansas, Manager of the Jasper Coal Co., has been connected with the coal industry since he was a boy of twelve years. He has worked up through all departments and prior to his present connection was with the Kansas & Texas Coal Co., Central Coal & Coke Co., Prairie Creek Coal Co., and the Phoenix Coal & Mining Co. He was born at Rolla, Missouri, July 3, 1877.

ELWYN THORNTON JONES of Helena, Arkansas, is Manager and one of the stockholders of the Tappan Coal Co. He has been interested in the coal business for eight years. He was born at Hernando, Mississippi, April 7, 1880. This company was established in 1872 by Major James A. Tappan, who died March 6, 1913.

CASPER LENSING of Scranton, Arkansas, holds the office of Secretary of the Heim-James Coal Co. and is also interested in the Smokeless Anthracite Coal Co. of Spadra, Arkansas. Mr. Lensing has been in the coal business for six or seven years. He was born in Scranton January 6, 1888.

BARON V. LEWIS of Russellville, Arkansas, is Treasurer of the Ouita Coal & Mining Co. He was formerly Sales Agent and has been in the coal business for six years. Mr. Lewis was born in North Carolina in 1869.

W. D. LOGUE is Secretary of the Denning Coal Co. at Denning, Arkansas. Formerly he was with the Western Coal & Mining Co. and has been eight years in the business. Mr. Logue was born at Odell, Illinois, in 1886.

EARLE JACKMAN MARDIS of Clarksville, Arkansas, is Vice President and General Manager of the Eureka Mining Co. and Secretary and Manager of the Lucas Mardis Coal Co. of Spadra, Arkansas, both coal operating companies. Mr. Mardis was born near Youngstown, Mahoning County, Ohio, February 19, 1883, and has been in the coal business twelve years. He was formerly connected with the Spadra Creek Coal Co.

PERCY PRESTON MARDIS of Clarksville, Arkansas, is Secretary and Manager of the Spadra Creek Coal Co. and is also interested in the Eureka Mining Co. He has been engaged in the coal business for nine years and was born December 19, 1884, at Lisbon, Ohio.

W. G. McGHEE of Jenny Lind, Arkansas, is Secretary and Treasurer of the firm of Petty & McGhee. He was formerly senior member of McGhee & Urquhart and has been five years in the coal business. He was born in Arkansas, November 24, 1871. G. F. Petty is Manager of the firm and has been in the coal business for fifteen years.

W. R. MERRITT is a coal merchant at Clarendon, Arkansas, where he has been engaged in the business for the past four years.

IVAN R. PACKARD, President Harper Coal & Coke Co., Bates, Arkansas, was born March 16, 1878, at North Paris, Maine, and has been in the coal business seventeen years. He was formerly President of the Choctaw Coal & Coke Co., and has been active on various committees and been an officer of the Southwestern Coal Operators' Association.

IRA PETTIT, Hackett, Arkansas, is Secretary and Sales Agent for the Arkansas Valley Coal Co. He has been in the business for three years. He was born at Des Moines, Iowa, July 27, 1884.

HORACE F. ROGERS, Ft. Smith, Arkansas, is President of the Katy Coal Co. He was born in Anderson County, Tennessee, August 12, 1863, and has spent about twenty years in the coal business. Mr. Rogers was General Manager of the Prairie Creek Coal Co. from 1891 to 1903 and of the Ouita Coal Co. from 1896 to 1906, after which he was out of the coal business for ten years, re-entering it again in 1917, taking the active management of the Midland Six mine for the Katy Coal Co.

CHARLES SCHMIDT, President Schmidt-Blakely Coal Co., Coal Hill, Arkansas, is a native of Arkansas. Mr. Schmidt was a famous Major League ball player, having helped to win three American League pennants for Detroit and caught in three World Series games. He lives at 1200 North 11th St., Fort Smith, Arkansas.

REINHARDT A. SCHMIDT of Coal Hill, Arkansas, Secretary and Treasurer of the Schmidt-Blakely Coal Co., was born at Indianapolis, Indiana, September 9, 1873, and has been in the coal business for fifteen years. Formerly he was connected with the W. H. West Coal Co.

THOMAS HENRY SHAW, Midland, Sebastian County, Arkansas, is General Manager for the National Coal Mining Co. of Hackett, Arkansas, and Purchasing Agent for the National Supply Co., Lincoln, Nebraska. Mr. Shaw has been in the coal business for twenty-six years and from May 21, 1913, to July 8, 1917, he was State Mine Inspector for Arkansas. He was born at Tyndesley, England, June 28, 1875.

FREMONT STOKES of Clarksville, Arkansas, is the Vice President and General Manager of the Fernwood Mining Co. He has been in the coal business for forty years and was formerly with the Erie Railroad. He was born at Hazleton, Pennsylvania, February 18, 1864.

W. A. TINSLEY is Manager of the Dennis Coal Co. at Paris, Arkansas. He has been in the coal business for twenty-three years and was formerly connected with the Miami Coal Co., advancing from the position of Mine Boss. Mr. Tinsley was born at Ozark, Arkansas, July 7, 1881.

LOUIS E. TURNER of Huntington, Arkasas, is President and Treasurer of the Dallas Coal Co., and has been in the business sixteen years. He is Secretary of the Coal District Power Co., central station, supplying power and light to the Huntington district, and is the owner of valuable Arkansas smokeless coal acreage in the same region. Mr. Turner was born at Hannibal, Missouri, May 14, 1869.

LINUS W. WALKER of Bates, Arkansas, is Superintendent for the Bates Smokeless Coal Co. He has been six years in the coal industry and formerly was with the Hazleton Coal Co., Coalgate, Oklahoma, and with the Southern Anthracite Coal Co., Russelville, Arkansas. He was born in Missouri February 4, 1891.

CALIFORNIA

CALIFORNIA possesses many claims to greatness that have spread its fame across the hemispheres, but coal plays a distinctly minor role in the present drama of its achievements. Although there are a number of widely scattered beds, ranging from black lignite to true bituminous coal, within the state, petroleum overshadows the coal output to a degree attained in no other commonwealth enjoying the twin blessings of both forms of fuel resources. Not only does petroleum control the transportation and industrial field, but it also enters, both directly and indirectly, into the domestic market.

The principal coal fields of the state are five in number: (1) The Mount Diablo, in Contra Costa County; (2) the Corral Hollow field in Alameda County; (3) the Priest Valley, and (4) Trafton fields in San Benito County, and (5) the Stone Canyon field in Monterey County. In quality there is a decided improvement from north to south. The more northerly fields are subbituminous, the middle district has more of the weathering qualities of bituminous, while the coal found in the Stone Canyon district is a true non-coking bituminous and, under more favorable conditions, would, in the opinion of government geological experts, prove a formidable contender for the domestic trade of San Francisco and other large cities.

The zenith of production was recorded in 1880, when the output was 236,950 tons. Detailed production figures since 1880 are shown in the following table:

Year.	Ton.	Year.	Ton.
1881	140,000	1899	160,915
1882	112,592	1900	171,708
1883	76,162	1901	151,079
1884	77,485	1902	84,984
1885	71,615	1903	104,673
1886	100,000	1904	78,888
1887	50,000	1905	77,050
1888	95,000	1906	25,290
1889	119,820	1907	13,950
1890	110,711	1908	18,755
1891	93,301	1909	45,836
1892	85,178	1910	11,164
1893	72,603	1911	10,747
1894	67,247	1912	10,978
1895	75,453	1913	24,839
1896	78,544	1914	*13,947
1897	87,992	1915	*12,503
1898	145,888	1916	*7,240

*Includes Idaho and Nevada.

Production records for the state date back to the Civil War. How far the coal industry has advanced since that time can be inferred from the statement that the 1861 production of 6,620 tons represented a contribution of relative importance to the output of the 16 states then reporting bituminous coal production. Rapid and consistent gains were made in every year but two until 1874, when the output had reached 215,352 tons. For the next three years production slumped, falling to 107,789 tons in 1877. Since that time, although subject to some widespread variations as between successive years, the general tendency has been distinctly downward. Developments in the Stone Canyon field in 1909 promised a revival of the industry, but the promise was short lived.

From a consuming point of view the industry is also held back by the preponderating influence of the petroleum output of the state, the total bituminous coal consumption for 1915 being less than 500,000 tons. Commercially speaking the most interesting phase of the consumption is the high percentage of imported coal used. This coal, coming chiefly from British Columbia mines, supplies the bulk of the domestic and bunker coal demand of the state and represents over 46 per cent. of the total local consumption and bunker loadings. California's output is grouped with that of Idaho and Nevada, as there was but one mine reporting in each state during 1915. According to data available none of this combined output of 12,503 tons was used by the railroads or shipped to interstate destinations. The California consumption was divided as follows: Alabama, 292 tons; California, 12,503 (including Idaho and Nevada); Colorado, 5,771; Georgia, 30; Maryland, 10,244; New Mexico, 75,025; Pennsylvania, 5,324; Utah, 161,987; West Virginia, 17,250; Wyoming, 43,546; imports, 284,225; total, 616,197 tons; bunker fuel, 170,000 tons; total state bituminous coal consumption, 446,197 tons; Pennsylvania anthracite, 500 tons.

Of the totals above given 442,563 tons, or approximately 71 per cent., were received at the port of San Francisco. These receipts were divided as follows: British Columbia, 164,130; Australia, 106,768; Great Britain, 3,644; Japan, 22; Washington and Oregon (water), 1,711; eastern United States (water), 103,183; all-rail, 63,105 tons. Of the total before given, 168,500 tons were used in domestic and foreign bunker trade and 479 tons were loaded for export, leaving a local consumption of approximately 273,600 tons.

CALIFORNIA

JOHN S. AKERMAN, Secretary, Treasurer and Manager of the Pacific Wood & Coal Co., San Diego, California, was born May 16, 1860, in London, England, and has been in the coal business twenty-eight years. Mr. Akerman is also Secretary of the Diamond Coal Co. of Los Angeles, and is one of the most prominent coal merchants of Southern California. He is President of the Merchants' Association of San Diego and has served as President of Associated Chambers of Commerce of the Pacific Coast, San Diego Chamber of Commerce and San Diego Board of Trade.

O. E. ASMAN is the Owner and Manager of a coal, wood, hay and grain business at Sacramento and Oregon Sts., Berkeley, California. He has been in the business for six years and has held the office of Vice President of the Retail Coal and Wood Dealers' Association of Alameda County, California. Mr. Asman was born in Germany December 13, 1876.

R. A. BAKER is senior member of the firm of R. A. Baker & Son, 6050-6064 Pasadena Ave., Los Angeles, California. He was born in Pennsylvania in 1857 and has been in the coal business for about fourteen years.

CLAUDE M. BARTON, Manager Modesto Fuel Co., Modesto, California, was born July 25, 1878, at Merced, California, and has been in the coal business for eight years. He was formerly connected with Dorsey-Parker Co., Fresno, California.

ANGELO L. BRIZZOLARA, 119 Jackson St., San Francisco, California, is President of the coal firm of L. Brizzolara & Son, Inc He was born in San Francisco November 28, 1869, and for twenty-five years has been in the coal business.

V. J. B. CHEDA, San Rafael, California, is Secretary and Manager of the S. H. Cheda Co., which was organized in 1878. He has been with the firm since 1896 and was born January 20, 1875, in Switzerland.

WILLIAM L. CLACK, Manager Diamond Coal Co., Los Angeles, California, was born July 31, 1876, at Boydton, Virginia, and has been in the coal business for the past twelve years. Mr. Clack is one of the best known and most popular merchants in Los Angeles and has served as President of the Southern California Fuel Dealers' Association.

WILLIAM E. CLARK is Local Manager for the Pacific Wood & Coal Co. in Los Angeles, at 2144 East Seventh St. He has been in the business twenty-six years and formerly was a member of the firm of Clark Bros. He was born in Ohio August 27, 1868.

JOSEPH CLAVO is the proprietor of a coal business at 239 Georgia St., Vallejo, California. He has been in the coal business for over twelve years. He was born in Vallejo September 25, 1868.

DENNIS DESMOND is President and Manager of the Redding Feed Co., Redding, California. He has been in the coal business for seven years. He was born April 7, 1860, at French Gulch, California.

J. CAL. EWING, 234 Stuart St., San Francisco, California, holds the positions of Vice President and Manager of the coal firm of W. G. Stafford & Co. He has been in the coal business for eighteen years and for four years has been President of the California Coal Dealers' Association. He was born in San Francisco, June 24, 1876. Mr. Ewing is one of the most popular and highly respected coalmen on the Pacific Coast.

THOMAS HILL is the proprietor of a coal business at 1399 Eighth St., Oakland, California, and has been in the trade for over twenty years. He was born at London, Ontario, Canada, in 1871.

GEORGE T. HOPPER of Los Banos, California, is Manager of Merchandise for Miller & Lux, Inc. He has been connected with the coal business for eight or nine years. He is a native son of California and was born in March, 1881.

WILLIAM F. HORAN is Manager of The Horan Co., retail coal merchants at 717 Marin St., Vallejo, California. He has spent twenty-one years in the business. He was born January 29, 1878, in Vallejo.

VALENTINE JOHN JACQUES, President and Manager of the Jacques Wood & Coal Co., 2529 South Main St., Los Angeles, California, was born February 14, 1869, at Doncaster, Yorkshire, England, and has been in the coal business for twenty years. Retiring from the coal business, Mr. Jacques spent four years in Calcutta, India, and returning again entered his favorite business two years ago. He has served as a member of the Executive Committee of the Los Angeles Fuel Dealers' Association. His partner in business is C. Bruns, who was formerly Yard Manager for the Diamond Coal Co.

JAMES B. MUIR, Oakland, California, has been Secretary of the Alameda County Retail Coal Dealers' Association for the past thirteen years and Secretary of the California Fuel Dealers' Protective Association since its institution five years ago.

EDWARD A. NEIGER, 135 North Fifth St., Alhambra, California, is President and Manager of the Alhambra Feed & Fuel Co. He has been in the business for nine years.

O. L. NEWTON, 797 Temple Ave., Long Beach, California, is a co-partner in the Consumers' Feed & Fuel Co. of Long Beach and in the firm of Newton & Harding at Corona, California. He has been engaged in the coal business for thirteen years. He is a Canadian by birth.

WILLIAM SANDERCOCK is President of the Sandercock Transfer Co. at San Luis Obispo, California. He has been in the coal business for more than twenty years and owns an interest in coal properties in San Luis Obispo County which are still undeveloped. He formerly was with the Pacific Coal Co. at Rock Springs, and other points. Mr. Sandercock was born in Chicago, Illinois.

HUGH R. SLAYDEN owns the coal business of the H. R. Slayden Coal Co., Pasadena, California. He has been in the business twenty-four years and is filling the office of President of the Southern California Fuel & Feed Dealers' Association. He was born in Kentucky, May 2, 1867.

GEORGE STREBEL is Manager of the H. R. Slayden Co., Pasadena, California. He has been connected with this company and with Slayden Bros. Co. for over twenty years. He was born at Syracuse, New York, June 24, 1872.

BENJAMIN BASIL STURDIVANT, 423 Fulton St., San Francisco, California, has been in the coal business for twenty-three years and is the President of the firm of Sturdivant & Co. He was born October 31, 1869, in San Francisco.

A. W. SWISHER is Manager for the Southern Pacific Grain Co., 140 E St., San Bernardino, California. He went west from West Virginia, where he was born September 1, 1866.

WILLIAM JAMES THOMAS, Proprietor Thomas Feed & Fuel Co., 326 West 58th St., Los Angeles, California, was born September 2, 1871, at Susquehanna, Pennsylvania, and has been in the coal business for fourteen years. Mr. Thomas is President of the Southern California Fuel and Feed Dealers' Association. He started with small capital, but has built up a successful business.

JOSEPH F. ULERY, Pomona, California, is senior partner in the firm of Ulery & Son, coal merchants. He was formerly a member of the firm of Hoffman & Ulery and has been in the coal business twenty-two years. He was born in Ohio in 1850.

A. H. WHITE is the proprietor of a retail coal business at 1678 Seventh St., Oakland, California. He has been a coal merchant for eight years and for two years was President of the Alameda County Retail Coal Dealers' Association. Mr. White was born in Ohio, October 21, 1861.

RALPH EUGENE WILCOX of Stockton, California, is President and Manager of Yolland & Co., and has been for twenty-one years in the coal business. He has been Secretary of the Stockton Coal Dealers' Association for fifteen years, and is a member of the Executive Board of the California Fuel Dealers' Protective Association. He was born in the state of Maine in 1873.

ROBERT H. WINN of the Robt. H. Winn Co., San Diego, California, was born in 1874 at Numa, Iowa, and has been in the coal business for nine years.

HUGH M. WOLFLIN, 407 Underwood Building, San Francisco, California, has been in the coal business five or six years. He is also mining engineer for the U. S. Bureau of Mines and Chief Mine Inspector for the California Industrial Accident Commission. He was formerly Secretary of the Mining Section of the National Safety Council. Mr. Wolflin was born at Canton, Missouri, August 12, 1886.

THE CAROLINAS

CONSIDERED in relation to the other states in the South Atlantic group and especially in comparison with other non-producing areas in the southern district the consumption record of the Carolinas shows up well from the point of view of aggregate tonnages. In addition North Carolina, with its checkered record of intermittent modest production beginning in 1840 and ending after two definitely known breaks of six and five years respectively in 1912, has an historic interest to the students of American coal statistics. Whether the natural difficulties surrounding the mining of coal in that state are to remain too great to be surmounted by a rising demand for fuel has a not uninteresting place in the field of economic speculation.

North Carolina contains two coal-bearing areas, the Deep River and the Dan River fields. These fields are described by the United States Geological Survey as follows: "The coal in the Deep River field is in Triassic rocks and is of the same geologic age as the beds of the Richmond basin in Virginia. The Dan River field in Stokes and Rockingham counties is also of Triassic age. The coal-bearing rocks extend from a point just north of the Virginia line southward through Leaksville, Madison and Walnut Cove to Germantown, N. C. Black, slaty, carbonaceous shale is common, but coal occurs at only a few places. Nowhere has a deposit of any commercial value been found. During the Civil War coal was mined near Leaksville and shipped by boat to Danville, Va. The coal is semi-anthracite, but the bed is so thin, so broken by shale partings and of so small lateral extent that mining is unprofitable. Considerable prospecting has been done in the vicinity of Walnut Cove, but the semi-anthracite found, which is nowhere more than one foot thick, has no present commercial value.

The census of 1840 gives the first record of North Carolina production as three tons. While it is thought probable that small mines were in operation subsequent to that time, no record antedating the Civil War has been found. Between 1861 and 1865 the Confederate government is estimated to have taken out 60,000 tons from the North Carolina mines, but the close of the war saw a steady decline until 1874 when production ceased. Six years later mining operations upon a very small scale were resumed. In 1889 the Cummock or Egypt mines in the Deep River field were re-opened and continued a moderate and fluctuating production until 1906. During 1911-1912 a small production, 320 tons, was reported from Moore County. The total output from 1862 to 1912 was only 477,122 tons.

Treating North and South Carolina as a unit the per capita consumption reported in 1915 was only .69 ton (.66 bituminous coal and .03 anthracite); consumption per square mile was 33 tons. In comparison with the country averages of 2.82 and 123 tons, these figures are, of course, low, but allowance must be made for the general climatic conditions and the character and extent of the manufacturing enterprises of the two states. The total bituminous consumption for the year was 2,658,177 tons. Virginia, with shipments of 1,366,943 tons, contributed the major portion of the fuel supply of the Carolinas; West Virginia came second with 977,782 tons; Tennessee third with 168,512 and Kentucky fourth with 143,660 tons. Shipments from other states were as follows: Alabama, 475 tons; Georgia, 500; Pennsylvania, 305 tons. Anthracite shipments from the Pennsylvania fields approximated 124,000 tons.

MAJOR JAMES S. POYTHRESS, Henderson, North Carolina, Well-known retailer of Henderson, North Carolina, was born in Warren County, North Carolina, on September 17, 1871, and has been engaged in the coal business at Henderson since 1887, where he now does the largest business. Mr. Poythress was Skout for North Carolina in the Order KoKoal and has served in the United States Army. He entered the service of the State January 2, 1889, receiving many commissions, the last being his promotion to Major in the Quartermaster Corps on March 27, 1917.

NORTH CAROLINA

W. A. AVANT, proprietor of the Avant Wood & Coal Co. of Charlotte, North Carolina, was born at Charlotte and has been in the coal business for the past fifteen years.

GEORGE HUGH BEALL, retail coal merchant at Durham, North Carolina, was born at Cumberland, Maryland, August 15, 1867, and has been in business for himself for over twenty years.

ABRAM OLIVER BRAY, Owner and Manager of the North Wilkesboro Roller Mills of North Wilkesboro, North Carolina, was born in Wilkes County, North Carolina, January 8, 1882, and has been in the coal business for ten years. He is also interested in the City Fuel Co. of Elkin, North Carolina.

DAVID O. BRINKLY, retail coal merchant at Plymouth, North Carolina, was born in Gates County, North Carolina, April 22, 1853, and has been in business for himself fifteen years.

CLEVELAND E. CARTER, Secretary-Treasurer of the Weldon Ice Co. of Weldon, North Carolina, was born in Halifax County, North Carolina, and has been in the coal business two years.

H. E. CARTLAND, Secretary and Treasurer of the Arctic Ice & Coal Co. of Greensboro, North Carolina, was born in Guilford County, North Carolina, March 1, 1878, and has been with this company since its organization.

JAMES WESLEY CATES, retail coal merchant of Burlington, North Carolina, was born in Orange County, North Carolina, September 30, 1847, and had been in the coal business seventeen years, where he died January 5, 1918. In March, 1918, the business was incorporated under the name of J. W. Cates, Bertha I. Cates, who had been associated with her father for a number of years, being elected Secretary and Treasurer.

GROVER C. DENTON, Manager of the Morgantown Ice & Fuel Co. of Morgantown, North Carolina, was born at Morgantown, November 4, 1888, and has been in the coal business for twelve years.

ARTHUR EVANS DIXON, General Manager of the Fayetteville Ice & Mfg. Co. of Fayetteville, North Carolina, was born at Laurel, near Leavenworth, Kansas, April 27, 1867, and has been in the coal business twenty years.

BERNARD ELIAS, Secretary and Manager of the Southern Coal Co. of Asheville, North Carolina, was born at Franklin, North Carolina, on May 29, 1886, and has been in the coal business for five years.

POWELL K. GREEN of Winston-Salem, North Carolina, Sales Agent of the Litz-Smith Fuel Co., whose main office is at Huntington, West Virginia, was born at Dover, Delaware, in 1861, and has been in the coal business for three years. He was formerly connected with the Bluefield Coal & Coke Co. of Bluefield, West Virginia.

WILLIAM HENRY GRIFFIN, senior member of W. H. Griffin & Son, a retail firm at Goldsboro, North Carolina, was born at Goldsboro on May 27, 1858, and has been in the coal business for thirty-two years.

ROBERT J. HALL, retail coal merchant of Burlington, North Carolina, was born in Alamance County, North Carolina, January 8, 1860, and has been in the coal business twenty years.

JONATHAN HAVENS, wholesale and retail coal merchant at Washington, North Carolina, a native of Washington, has been in the coal business for thirty-eight years.

JAMES WILLIAMS HINES of Rocky Mount, North Carolina, one of the most prominent retail coal merchants of North Carolina, was born at Farmville, Pitt County, North Carolina, on July 7, 1858, and has been in the coal business for seventeen years. Mr. Hines is owner of the North State Ice & Fuel Co. of Rocky Mount, Greenville Ice & Coal Co., Greenville, Catawba Ice & Fuel Co., Spencer, Salisbury Ice & Fuel Co., Salisbury, Monroe Ice & Fuel Co., Monroe, and Weldon Ice & Fuel Co., Weldon, all of North Carolina. He also established the Bank of Rocky Mount and is a Director and member of the Executive Committee of the Rocky Mount Chamber of Commerce.

WILLIAM THOMAS LOVE, SR., President and General Manager of the Crystal Ice & Coal Co. of Elizabeth City, North Carolina, was born at Elizabeth City on January 26, 1862, and has been in the coal business for thirteen years.

BENJAMIN A. MERRITT, retail coal merchant at Wilmington, North Carolina, was born in North Carolina September 24, 1874, and has been in the coal business ten years. He was formerly connected with Wm. E. Worth & Co. and has been City Councilman for four years and Mayor Pro Tem for two years, with two years more to serve.

DANIEL H. PENTON, Vice President and Secretary of the Springer Coal Co., Wilmington, North Carolina, was born in Bridgeton, New Jersey, March 30, 1868, and has been in the coal business thirty years. This firm was established in 1872 and incorporated in 1905.

THOMAS COX POWELL, President of Powell & Powell, Inc., a retail coal firm at Raleigh, North Carolina, was born in Wake County, North Carolina, September 26, 1875, and has been in the coal business for over a quarter of a century. He was formerly connected with Jones & Powell.

W. B. ROSS, General Manager of the Piedmont Ice & Coal Co., retailers at Greensboro, North Carolina, was born at Pleasant Garden, North Carolina, in 1876, and has been in the coal business for ten years. He was formerly connected with Dixie Ice & Coal Co. and Arctic Ice & Coal Co.

CLAUDE A. SHELTON, retailer of Mount Airy, North Carolina, was born at Mount Airy, February 27, 1885, and has been in the coal business for five years.

JAMES ARTHUR SPRINGER, President of the Springer Coal Co. of Wilmington, North Carolina, was born in Maine, December 16, 1847, and has been in the coal business almost half a century.

JOHN ROLY THOMAS, retail coal merchant doing business at Winston-Salem, North Carolina, was born at Eller, North Carolina, on May 17, 1868, and has been in the coal business for fourteen years.

WILLIAM B. THORPE, President and Treasurer of W. B. Thorpe & Co., Inc., of Wilmington, North Carolina, was born at Rocky Mount, North Carolina, November 17, 1873, and has been in the coal business for fifteen years.

HENRY WALTER TROLLINGER, retail coal merchant at Burlington, North Carolina, was born near Haw River, Alamance County, North Carolina, July 20, 1862, and has been in the coal business since 1892. Mr. Trollinger has been assisted for the past ten years by E. P. Trollinger, his nephew.

JAMES ALLEN VINSON, retail coal merchant of Goldsboro, North Carolina, was born in Wayne County, North Carolina, April 8, 1885, and has been in the coal business for five years. He was formerly associated with W. H. Griffin.

J. M. WAGNER, Manager of the Newton Ice & Fuel Co. of Newton, North Carolina, was born in Newton October 14, 1887, and has been in business for himself for ten years.

JOHN OSCAR WILLIAMS, President of Williams & Palmer, Inc., a firm handling coal at retail at Wilson, North Carolina, was born at Ruffin, North Carolina, May 8, 1885, and has been in the coal business for almost five years. He was formerly connected with Jewett, Bigelow & Brooks at Norfolk, Virginia.

JOEL ALEXANDER YARBROUGH, President and Treasurer Yarbrough & Bellinger Co., Charlotte, North Carolina, was born in York County, Virginia, on October 1, 1876, and has been in the coal business ten years.

SOUTH CAROLINA

HENRY W. DA VIEGLE, President and Treasurer Chester Ice & Fuel Co., Chester, South Carolina, was born in 1886 in Chester, and has been in the coal business five years.

GEO. F. EPPERSON, retail coal merchant of Sumter, South Carolina, was born December 11, 1857, in Pittsylvania County, Virginia, and has been in the coal business for thirty years.

JOHN ARCHIBALD FISHER, Manager retail coal firm of J. A. Fisher, Mullins, South Carolina, was born in 1864 in North Carolina, and has been in the coal business five years.

W. B. HALLETT, President Hallett Ice & Coal Co., has been in business, handling ice, coal and feed, in Spartanburg, South Carolina, for thirty-three years.

ROBERT A. LONG, President Peoples Ice & Fuel Co., Beaufort, South Carolina, was born December 15, 1864, in Rogersville, Tennessee, and has been in the coal business for twenty-two years.

CHARLES PEARSON MIDGLEY, proprietor Bennettsville Ice Co., Bennettsville, South Carolina, was born April 19, 1879, in England, and has been in the coal business eight years.

AMOS B. MORSE, President Amos B. Morse Co., retail coal firm of Abbeville, South Carolina, was born in Anderson, South Carolina, March 8, 1865, and has been in the coal business twenty years.

J. S. MORSE, Secretary and Treasurer Amos B. Morse Co. of Abbeville, South Carolina, was born April 9, 1883, in Abbeville, and has been in the coal business nine years.

C. F. RICE, JR., Sales Manager Blackwood Coal & Coke Co., Spartanburg, South Carolina, was born in Clearmont County, Ohio, January 26, 1875, and has been in the coal business about eleven years.

HERMAN VON RODEN SCHRADER, Manager Greenwood Ice & Coal Co. of Greenwood, South Carolina, was born in 1857 in Philadelphia, and has been in the coal business seventeen years.

WILLIAM ARCHIBALD SHERROD, Secretary and Treasurer Hallett Ice & Coal Co., Spartanburg, South Carolina, was born August 2, 1890, in Hamilton, North Carolina, and has been in the coal business three years.

JOHN R. TOLLESON of the retail firm of J. R. Tolleson & Co. of Gaffney, South Carolina, was born October 2, 1856, in Cherokee County, South Carolina, and has been in the coal business for fifteen years.

COLORADO

COLORADO holds first place among the coal producing and consuming states west of the Missouri river. In production it stands among the first ten commonwealths of the entire country, while from the consuming side it is the most self-sustaining area in the country, crowding out Alabama, which has that enviable position east of the Mississippi river, by a fraction of one per cent., although the southern state upon a tonnage basis is the greater coal consumer of the two. It is fair to say that the important place held by Colorado in the vast industrial wealth of the country is due to its rich coal deposits, for without these close at home the state would have required transportation facilities greatly in excess of those it has and would have been at a disadvantage in bringing in its basic commodity that makes the developments of its other resources possible under difficult transportation conditions and high freight charges.

The lower flanks and foothills of the Rocky Mountains divide the coal fields of the state into three major deep synclinal basins. The eastern group contains the Trinidad, Canon City and South Platte fields. The park group includes the fields in the South, Middle and North parks. The western group, which is the largest of the three major divisions, covers the Yampa, Danforth Hills, White River, Grand Hogback, Glenwood Springs, Crested Butte, Grand Mesa, Book Cliffs and Durango fields. Not only are the fields extensive—the Geological Survey estimates they contain over 10,000 square miles of workable coal—but they offer the consumer a wide range in quality. Sub-bituminous or black lignite is found in the South Platte field; the Trinidad and Glenwood Springs beds yield a high grade coking coal, while anthracite is mined in the Crested Butte field.

As a commercial proposition the principal developments are in the eastern and western groups. The location of the South Platte field gives it ready access to the Denver market, to which the bituminous coals of the Trinidad and Canon City fields also make important contributions. In the western group, operations are carried on on a large scale in the Glenwood Springs and Crested Butte fields and in a lesser degree in the vicinity of Durango, Grand Junction and Steamboat Springs. The further extension of the Moffatt railroad is permitting a greater exploitation of the resources of the Yampa field in Moffatt and Routt counties.

Colorado stepped into coal statistical history in 1864 when an output of 500 tons was reported. It proceeded, with varying degrees of fluctuation, until 1876, when 117,666 tons were produced. For the next six years the output increased rapidly so that the 1882 figures were 1,061,479 tons. At that time there were only ten other states which reported an output in excess of 1,000,000 tons. From 1882 to 1910, when a production of 11,973,736 tons was reached, there were only five years in which the output showed a decrease. Unfavorable general commercial and agricultural conditions in 1911 and 1912 caused a decline and the rate of production was further pulled down by the prolonged strikes of 1913-1914. Detailed figures from 1882 to 1916 appear in the following table:

Year.	Ton.	Year.	Ton.
1882	1,061,479	1900	5,244,364
1883	1,229,593	1901	5,790,015
1884	1,130,024	1902	7,401,343
1885	1,356,062	1903	7,423,602
1886	1,368,338	1904	6,658,355
1887	1,791,735	1905	8,826,429
1888	2,185,477	1906	10,111,218
1889	2,597,181	1907	10,790,236
1890	3,077,003	1908	9,634,973
1891	3,512,632	1909	10,716,936
1892	3,510,830	1910	11,973,736
1893	4,102,389	1911	10,157,383
1894	2,851,409	1912	10,977,824
1895	3,082,982	1913	9,232,510
1896	3,112,402	1914	8,170,559
1897	3,361,703	1915	8,624,980
1898	4,076,347	1916	10,484,237
1899	4,776,224		

As stated in an earlier paragraph 97.88 per cent. of the coal consumed within the borders of Colorado comes from the mines of the state. This consumption is equal to approximately 58 per cent. of the total production of Colorado. A fraction over 20 per cent. of this local consumption is coked at the mines and plays a large part in the great smelter enterprises for which the state is famous. The railroads are the largest individual customers of the Colorado mines; in 1915 they took 28 per cent. of the total product, which was double the amount shipped to destinations in 13 states lying between the Mississippi river and the Pacific coast. Outside of

Colorado itself, the largest individual market for Colorado coal is in Nebraska, which produces no fuel of its own. Kansas, itself a coal producer of no mean rank in the Southwest, has been the second largest customer, while Texas, for local uses and for exports into Mexico, comes third. Detailed figures covering the distribution of the 1915 output of Colorado coal were as follows: Consumed locally at the mines, 294,571 tons; sold locally, 291,243; made into coke at mines, 1,015,346; shipped intrastate, 3,386,315; total, 4,987,475 tons.

Interstate shipments were as follows: Arkansas, 14,234 tons; California, 5,771; Iowa, 12,660; Kansas, 340,779; Missouri, 535; Nebraska, 422,320; Nevada and Utah, 2,526; New Mexico, 22,948; Oklahoma, 120,298; South Dakota, 12,598; Texas (including exports), 273,337; Wyoming, 20,984; total, 1,248,990 tons, or 14 per cent.; used by railroads, 2,388,515 tons, or 28 per cent.

The total consumption within the state for the same year—including 600 tons of Pennsylvania anthracite—was 5,096,149. As shown in the table preceding 4,987,475 tons, or 97.88 per cent. of the bituminous coal consumption, came from the Colorado mines. New Mexico furnished 107,877 tons; Wyoming, 101, and Pennsylvania (bituminous), 96 tons.

WILLIAM B. LEWIS, New York City,
President of the Oakdale Coal Co. of Denver, Colorado, resides in New York City, having an office at 40 Wall St. He has had much experience as a coal mine operator in the West and has been a member of the Board of Trustees of the Colorado State School of Mines for several years. He is a graduate of that institution.

HARRY F. NASH, Denver, Colorado,
Vice President and General Sales Agent for the Oakdale Coal Co., Denver, is also a Director of the Primrose Coal Co. and the owner of undeveloped coal lands in Colorado. He has been in the coal business for over twenty years, beginning as a mine clerk and advancing with different companies to Vice President. He is Secretary of the Colorado Coal Operators' Association. Formerly he was connected with the Primrose Coal Co., Continental Fuel Co., National Fuel Co. and South Canon Coal Co. He is a Director of the Employers' Mutual Insurance Co. He was born at Fort Dodge, Iowa, September 21, 1873.

GRAND JUNCTION MNG. & FUEL CO.,
Denver, Colorado,

Has its office at 1120 First National Bank Building, Denver.

Its mine is located at Cameo, Mesa County, Colorado, on the Denver & Rio Grande Railway and the Colorado Midland Railway, and its output—1,000 tons daily capacity—is used almost entirely by the railroads. The officers are:

President, John McNeil, Jr.
Vice President, D. O. McNeil.
Secretary-Treasurer, A. M. McNeil.
General Manager, George W. McNeil.

The McNeil Coal Co., with the executive offices the same as the above company, has a mine at MacGregor, Routt County, Colorado, on the Denver & Salt Lake Railway, producing domestic coal, carefully graded in four sizes. The output—800 tons daily capacity—is sold through the Coal Hill Coal Co., of Omaha, Nebraska.

John McNeil, President, and G. F. MacBeth, Treasurer, are the active officers. Paul Lanieus is Vice President and John S. MacBeth Secretary.

COLORADO—Denver

JOSEPH P. BRACKETT, 1124 Foster Building, Denver, Colorado, is Secretary and Treasurer of The Carbon Fuel & Iron Co. He is also President of the Garfield Mine Leasing Co. and Secretary-Treasurer of the Frederick Fuel Co., Denver. He is likewise in charge of credits for the Rocky Mountain Fuel Co. Formerly he was with the Raton Coal & Coke Co. of Raton, New Mexico. Mr. Brackett has been in the coal business for over twenty years. He was born March 12, 1879, at Riceville, Tennessee.

JAMES DALRYMPLE, 430 Clarkson St., Denver, Colorado, is Chief Coal Mine Inspector in his state. He has been mine foreman and superintendent for different companies and has been in the business for over forty-two years. He was formerly with the Union Coal & Coke Co., the Northern Coal & Coke Co., the Pocahontas Coal Co. and the South Canon Coal Co. He was born in Scotland, July 13, 1863.

GEORGE FRUTH, 1001 East Twelfth Ave., Denver, Colorado, holds the offices of President and General Manager with the following companies: Aztec Coal Mining Co., Indian Creek Coal Mining Co. and The Walsenburg Coal Mining Co. He was born at Mason City, West Virginia, April 21, 1867, and has been in the coal mining business for over thirty years.

D. M. HARRINGTON of Denver, Colorado, is President and General Manager of the Cedar Hill Coal & Coke Co. and has been in the coal business for eighteen years. He was for some years with the Victor Fuel Co. prior to his present connection. He was born at Houghton, Michigan, May 17, 1877.

G. W. HARRIS, 803 First National Bank Building, Denver, Colorado, is President of the Colorado & Utah Coal Co. and of the Colony Coal Co., a Colorado corporation operating near Rock Springs, Wyoming. He has been in the coal business sixteen years and formerly was connected with the following companies in Iowa: Excelsior Coal Mining Co., Albia Coal Co. and Bidwell Coal Co., in which he still is interested. He was born in Oskaloosa, Iowa, May 8, 1876.

LEWIS A. HAYDEN is President of The Hayden Brothers Coal Corp., Tramway Building, Denver, Colorado. The corporation operates two coal mines in Routt County, Colorado, on the Denver & Salt Lake Railroad.

EDGAR HOPPER, Denver, Colorado, is Commissioner of the Denver Coal Merchants' Association and Secretary of the Colorado Retail Coal Dealers' Association. He was born at Mt. Vernon, Illinois, January 14, 1877.

GUY R. HOUGHTELIN holds the position of General Sales Manager for the Aztec Coal Mining Co., 632 Cooper Building, Denver, Colorado. He has been in the coal business for ten years, having been with the Rocky Mountain Fuel Co. and the C., K. & N. Coal Co. Mr. Houghtelin was born at Gettysburg, Pennsylvania, December 25, 1874.

C. A. HUNCK, 4160 Irving St., Denver, Colorado, has been in the coal business for seven years. He was born in Germany September 30, 1846.

E. V. HUTCHINS, Denver, Colorado, is Sales Manager for The Hayden Brothers Coal Corp., Tramway Building, which is operating two mines in Routt County, Colorado.

JOHN D. JONES is General Manager of the Oakdale Coal Co. at Denver, Colorado. He has been connected with the coal business for thirty-nine years. He was Chief Coal Mine Inspector for Colorado for eight years and a deputy inspector for eight years. He was born in Wales January 15, 1865.

GEORGE D. KIMBALL is General Manager of The Rugby Fuel Co., 422-427 Exchange Building, Denver, Colorado, and has been in the coal business fifteen years. He is Treasurer of the Coal Mines Welfare Association of Denver. He was born at Portland, Maine.

HENRY L. LITTELL is the President and General Manager of The Littell Bros. Coal Mining Co., 200 Cooper Building, Denver, Colorado. He was formerly connected with the Western Coal & Mining Co. He has been in the coal business for twenty-five years. He was born at Pleasanton, Kansas, in 1871.

J. M. MARTINDALE, General Sales Agent of the Rugby Fuel Co., Denver, Colorado, was born February 10, 1881, at Tipton, Indiana, and has been in the coal business for eight years. He was formerly connected with the Sunnyside Coal Mining Co. and the Western Coal & Mining Co.

HARRY VAN MATER, Colorado Building, Denver, Colorado, is President of The National Fuel Co. and of The Royal Fuel Co. He has been in the coal business for twenty-five years and was formerly connected with the following companies: Citizens Coal & Coke Co., Southern Coal Co., Alpine Coal Co. and the Continental Fuel Co. He was born September 26, 1860, in Monmouth County, New Jersey.

JOHN McGOWAN of Denver, Colorado, is the Purchasing Agent for The Victor American Fuel Co., having formerly filled the office of Treasurer. He has been in the coal business for about fifteen years. He was born at Louisville, Kentucky, April 5, 1874.

DOUGLAS MILLARD, 840 Seventeenth St., Denver, Colorado, is Manager of the retail department of The Colorado Fuel & Iron Co. and has been in the business for thirteen years. He was born at Cleveland, Ohio, September 29, 1879, and resided for several years in Chicago.

THOMAS G. OWEN, Denver, Colorado, is President and General Manager of The Cambrian Coal Co., a close corporation of which he is the owner. He formerly was for six years Superintendent of the Western Chemical Works, Denver. After coming to America in 1882 Mr. Owen was connected with the Staten Island Chemical Co. of New Jersey, the Foreste Powder Co., Lake Hopatkong, N. J., and the Highland Chemical Co., N. Y., prior to going to Denver. He has been in the business for twenty-four years and was born in Wales, September 28, 1856.

E. W. ROBINSON, 201 West Iowa St., Denver, Colorado, has been in the retail coal business for thirty-four years. He was born in Canada in 1858.

WILLIAM E. RUSSELL, 1523 Welton St., Denver, Colorado, has been in the coal business as a retailer for twenty-five years. He is the owner of a coal mine in Weld County, Colorado, and formerly was with the Citizens Coal & Coke Co. of Denver. Mr. Russell was born at Dumfermline, Scotland, November 13, 1872. He is highly regarded and popular in trade circles.

ALBERT P. SMITH, President Rugby Coal Co., Denver, Colorado, was born in 1870 at Sycamore, Illinois, and has been in the coal business twenty-one years. Mr. Smith is very popular and highly regarded in trade circles and is President of the Colorado Retail Coal Dealers' Association and Secretary-Treasurer of the Denver Coal Merchants' Association.

GEORGE N. SPARLING of Denver, Colorado, is President of the Bear River Coal Co., whose mines are located at Bear River, Colorado. He has been engaged in the coal business for sixteen years, and is Manager of The George N. Sparling Coal Co., 626 Gas and Electric Building, Denver. Gordon B. Ashworth is General Sales Agent of the company.

R. E. SPENCER, 4000 York St., Denver, Colorado, is President and Treasurer of The R. E. Spencer Lumber Co. He was formerly with the Halleck Lumber & Supply Co. and has been in the business for seventeen years. He was born in Tennessee December 31, 1878.

J. F. WELBORN, Denver, Colorado, is President of The Colorado Fuel & Iron Co. He started as a clerk in the sales department of the company twenty-eight years ago and advanced through the various grades to Vice President and Sales Manager, being finally elected President in March, 1907. Mr. Welborn was born in Nebraska March 9, 1870. Mr. Welborn stands high in the trade and served on the Committee on Coal Production, Council of National Defense.

NORMAN A. WYLIE is the Secretary and Treasurer of The Rugby Coal Co., 501 Fifteenth St., Denver, Colorado. He formerly was with the Colorado Fuel & Iron Co. and has been in the coal business for sixteen years. He was born at Clairton, Pennsylvania, January 24, 1882.

COLORADO

JOHN J. J. ABERCROMBIE, Trinidad, Colorado, is Sales Manager for The Bear Canon Coal Co. and owner of the J. J. J. Abercrombie retail coal yard. He has been in the business for fourteen years. He was formerly with the Atchison, Topeka & Santa Fé Railroad and the C. & S. Railroad as distributor of cars and coal biller. He was born in Georgia January 27, 1869.

MISS RUTH BANNING is the Owner and Manager of the Union Ice & Coal Co., 115 West Vermijo St., Colorado Springs, Colorado. She has been in charge of the business for two years, or since the death of her brother, William Marion Banning, Jr., who died as a result of injuries received at the training camp at Golden, Colorado, before Colorado Battery C was sent to the Mexican border. The business was established thirty-six years ago by her father, William M. Banning, who died in April, 1914. Miss Banning was born at Colorado Springs, July 11, 1892.

REASON JUDY BELCHER is the President and General Manager of The Mountain Ice & Coal Co., Pueblo, Colorado. He has been in the coal business for over twenty years and has served as Vice President of the Retail Coal Dealers' Credit Bureau of Pueblo and Treasurer of the Colorado Retail Coal Association.

E. D. BOWERS, Colorado Springs, Colorado, is President of The Monument Valley Fuel Co. and has been engaged in the coal business for twenty-five years. He has filled the offices of President of the Colorado Springs Retail Coal Dealers' Credit Association and Vice President of the Colorado Retail Coal Dealers' Association. He was born July 17, 1859, at Whitewater, Wisconsin.

EDWARD J. BRADY, Cripple Creek, Colorado, is Manager of The Colorado Trading & Transfer Co., and is interested in the Pike's Peak Fuel Co. of Denver and Colorado Springs. He has been connected with the coal trade for eleven years. He was born in Pennsylvania in 1886.

DAVID BRIMBLE, President Washington Coal Co., Erie, Colorado, was born in April, 1856, in England, and has been in the coal business fifty years.

WILBUR EDWIN BROOKS, Secretary and Treasurer of the Brooks Fuel Co., Louisville, was born in Evans, Iowa.

FENTON W. BRUINGTON is Manager of the Bruington-Armstrong Fuel Co. at Cripple Creek, Colorado, and has been active in connection with the coal trade for twenty years. He formerly was with the Colorado Trading & Transfer Co. as purchasing agent and bookkeeper. He was born at Atlantic, Iowa, December 9, 1872.

A. E. CARLTON is the sole owner of the Colorado Trading & Transfer Co., Cripple Creek, Colorado. He was been connected with the coal business for thirty years, as a producer and wholesaler. He is likewise interested in the Pike's Peak Fuel Co. of Colorado Springs and other coal concerns. He was born in Indiana in 1865.

L. A. CLANCY is Manager of the Loveland Mercantile & Ice Co., Loveland, Colorado, and has been three years in the business. He was formerly with the Loveland Ice & Fuel Co. He was born at Mattoon, Illinois, September 22, 1871.

WILLIAM J. CLARK, coal merchant at Monte Vista, Colorado, for twenty-four years, was born at East Waterford, Pennsylvania, in August, 1848. His brother, D. B. Clark, is associated with him.

FRANK CONVERSE is General Manager of the Converse Coal Co. at Paonia, Colorado, and has been engaged in the business for thirteen years. He formerly was with the Black Diamond Coal Co. He was born at New London, Ohio, in 1859.

WILLIAM H. COLE, President and Manager Leadville Ice & Coal Co. and Leadville Coal & Supply Co., Leadville, Colorado, was born October 18, 1861, at Mosend, Scotland, and has been in the coal business for thirty-four years.

WALTER WHALEY CURTIS, Colorado Springs, Colorado, is President and Treasurer of The Curtis Coal Co. and of the Rapson Coal Mining Co. and has been in the business for six years. He was born at Elkton, Maryland, September 28, 1863, and is a civil engineer by profession, being a member of several scientific societies.

ANTHONY FIDEL is Manager of the Fidel Coal Co. at Fruita, Colorado, and has been in the coal business for over twenty-five years. He was with the Black Diamond Coal Co. formerly and is experienced in coal mining. He was born in Pennsylvania.

GEORGE W. HAIGH, Trinidad, Colorado, is President and General Manager of the Trinidad Coal Co. and has been connected with the coal industry twenty-eight years. He was yardmaster for various Denver concerns in the early 'nineties and has opened up seven mines in different counties of Colorado. He was born in Yorks, England, in 1870.

ALBERT W. HALL is Manager of the Red Mountain Coal Co. at Cedaredge, Colorado, and has spent eight years in the coal business. He was formerly connected with the Surface Creek Co-operative Coal Co. He was born at Davenport, Iowa, November 7, 1857.

HAROLD C. HARMON, Colorado Springs, Colorado, has been in the coal business for twenty-nine years and is President of the Colorado Springs Fuel Co. He was fourteen years with the Colorado Fuel & Iron Co., advancing from mine clerk to traveling salesman, and later to Manager of the retail department at Denver and Assistant Manager of the wholesale department. Mr. Harmon was the first President elected by the Rocky Mountain Coal Men's Association. He was born at Chicago, Illinois, June 10, 1868.

WILLIAM LOWES, a retail coal merchant at Sedgwick, Colorado, has been doing business in Sedgwick nine years. He was born in England December 13, 1868.

JAMES E. McLAUGHLIN, Trinidad, Colorado, is President and General Manager of The Black Diamond Niggerhead Coal & Mining Co. He also is the operator and owner of the McLaughlin wagon mine near Trinidad. He has been in the coal industry for thirty-six years and has been President of McLaughlin Bros. Coal Co. and of the Santiago Coal Co. In Utah he was for two years Assistant to the State Geologist and in Montana he was Manager of the Clark's Fork Coal Co., the Kuntz Mining Co. and the Spring Rock Mine. He was for six years Mine Superintendent for the Colorado Fuel & Iron Co. in Colorado and Mine Boss and Engineer for the Raton Coal & Coke Co. Mr. McLaughlin is a member of the Rocky Mountain Mining Institute. He was born at Glasgow, Scotland, in 1869 and was raised in Will County, Illinois.

JOHN W. McGOVERN, Manager and Secretary McGovern Coal Co., Pueblo, Colorado, has been in the retail coal business eleven years. He has served as Vice President of the Pueblo Retail Coal Dealers' Credit Bureau. Mr. McGovern was born in Pueblo June 23, 1881.

CHARLES McMILLAN, Fort Collins, Colorado, is Secretary and Treasurer of The McMillan Transfer, Coal & Storage Co. He has been engaged in the business thirteen years and has served a term as Second Vice President of the Colorado Retail Coal Merchants' Association. He was born January 1, 1885, in Columbia City, Indiana.

ANDREW J. MERRITT, Walsenburg, Colorado, is Auditor and General Office Manager for the Turner Coal Co., the Gordon Coal Co., and the Delcarbon Coal Co., as well as President of the Huerfano Agency Co., which handles their coals. He also is Selling Agent for a number of small mines in the Walsenburg district. He was born in Ashland, Kentucky, January 9, 1884, and has been in the coal business ten years.

J. CRIT MITCHELL, Manager Center Fuel & Supply Co., Center, Colorado, was born at Charleston, Illinois, in 1858 and has been in the coal business for five years.

JOHN J. NEISH, Palisade, Colorado, is Superintendent of The Palisade Coal & Supply Co., and has been in the coal business for about twenty-seven years. Formerly he was connected with the following companies: Rocky Mountain Fuel Co., Grand Junction Mining & Fuel Co., Colorado Fuel & Iron Co., and the Moffat Coal Co. He was born at Coalville, Iowa, December 12, 1880.

C. P. O'NEILL, Superintendent Allen Coal Co., Coal View, Routt County, Colorado, was born October 22, 1862, in England, and has been in the coal business for many years. He was formerly with the National Fuel Co., South Canon Coal Co. and Minaqua Coal Co.

W. L. PATCHEN, Pueblo, Colorado, is Manager of the Capers & Helwig Coal Co. and was formerly President of the Gordon Coal Co. of Colorado. He has been in the business for eleven years.

SAMUEL PETRY is an individual coal operator and retailer at Florence, Colorado, and is owner of a wagon mine. He has been in business for eleven years. He was born in Italy January 25, 1876.

THOMAS G. PIERCE is General Manager of the Sunshine Coal Co. at Durango, Colorado, and has been in the coal business for six years. He was born October 1, 1869, at Chariton, Iowa.

FREDERICK C. REMMER, Victor, Colorado, is Manager and Cashier for The Colorado Trading & Transfer Co. and was formerly Secretary and Treasurer of the Gold Belt Supply Co. He has been in business for eleven years. He was born at Yorkville, Illinois, September 18, 1873.

C. W. RINEHART of Cedaredge, Colorado, is Manager of the Green Valley Coal Co. He has been in the business for the past three or four years. He was born in Ohio in 1865.

HENRY W. J. SMITH of the Northern Colorado Fuel Co., Coalmont, Colorado, was born December 10, 1887, at Williamsport, Pennsylvania, and has been in the coal business for ten years.

C. R. STRAIN is senior member of the firm of Strain Bros., Lamar, Colorado, being likewise interested in the Lamar Seed Co. and the W. F. McCue Mercantile Co. Mr. Strain has been connected with the coal business for twenty-three years, formerly with M. Strain. He was born at Bloomington, Indiana, August 15, 1871.

RAY STRAIN is junior member of the firm and Manager for Strain Bros., coal merchants at Lamar, Colorado. He also has coal interests at McClave and La Junta, Colorado. He has been in the business twenty years and is a Director of the Colorado Retail Coal Merchants' Association. He was born at Bloomington, Indiana, February 11, 1878. Mr. Strain is Mayor of Lamar.

WELLING A. SUMNER, Walsenburg, Colorado, Sales Manager Huerfano Agency Co. and Auditor for the Gordon Coal Co., is interested in the Turner Coal Co. Formerly he was connected with the Niggerhead Coal Co. and the Walsenburg Coal Mining Co. and has served as Cashier, Auditor and Salesman. He was born at Des Moines, Iowa, November 14, 1885.

ALVA E. THOMPSON, Walsenburg, Colorado, is Deputy State Inspector of Coal Mines in Colorado. He has been connected with the coal industry for over twenty years, having formerly been with The Colorado Fuel & Iron Co., The Choctaw Coal Co., and The Victor American Fuel Co. He was born at Camden, Missouri, February 10, 1880.

R. CLYDE TODD, La Junta, Colorado, is Secretary and General Manager of The La Junta Trading Co. and has been connected with the coal business for nineteen years. He formerly was with the R. W. English Lumber Co. at La Junta. Mr. Todd was born at Ft. Scott, Kansas, October 13, 1878.

WILLIAM D. TUDOR is General Manager of the Tudor Coal Co. at Colorado Springs, Colorado. He has been in the business for over twenty-five years. His company carries on a retail, wholesale and mining business. He was born at Pine Run, Pennsylvania, September 28, 1873.

ALBERT R. WEINHOLD, a retail coal merchant at Evans, Colorado, has been in the business for six years. He was born at Wilson, Kansas, June 7, 1882.

ERNEST EDMUND WITHERS is Manager of the Iron City Fuel Co. at Pueblo, Colorado, and has been in the business ten years. He has served as President of the Pueblo Retail Coal Dealers' Association for six years and is now First Vice President of the Colorado Retail Coal Dealers' Association. He was born in Pueblo December 16, 1883.

HOWE H. WOODFORD is Manager of the Woodford Coal Co., Trinidad, Colorado, and has been in the coal business one year. He holds an interest in an undeveloped coal land tract of 1,000 acres. He was born at Philippi, West Virginia, December 3, 1875.

J. R. YOUNG, Colorado Springs, Colorado, is the Manager of The Pike's Peak Consolidated Fuel Co., and has been in the business six years. Mr. Young is Vice President of the Retail Coal Dealers' Association of Colorado and President of the Colorado Springs Retail Coal Dealers' Association. He was born at Topeka, Kansas, July 17, 1876.

TIMOTHY N. YOUNG, President and General Manager of the Iron City Lumber Co., Pueblo, Colorado, was born May 20, 1870, in Laclede County, Missouri, and has been in the coal business five years.

WATSON ZEIGLER is the President and General Manager of The Grand Mesa Fuel Co., Delta, Colorado, and has been in the coal business for eleven years. He was born at Sigourney, Iowa, October 26, 1855.

DELAWARE

DELAWARE, upon a per capita basis, is the greatest coal consuming state in the country. Its average per capita in 1915 was 6.69 tons, against an average for the United States as a whole of approximately five tons. In other words, although Delaware produces no coal within its own borders, its proximity to the great coal producing states of Pennsylvania and West Virginia—which under normal times contribute over 50 per cent. of the total bituminous output of the country—makes possible a concentrated manufacturing enterprise within its relatively small area that permits this member of the Thirteen Colonies to form an important unit in the great Atlantic Seaboard workshop of the United States.

If consideration is confined to domestic and industrial bitumious coal consumption the record for Delaware assumes added significance. Upon this basis the average for the country given above, five tons (inclusive of anthracite, railroad and bunker consumption), falls to 2.04 tons, while Delaware shows a per capita bituminous coal consumption of 5.70 tons—a record exceeded only by the state of Illinois, where the per capita consumption in the Chicago industrial district (8.3 tons in 1912) raises the general state average to 5.91 tons per capita. Delaware, however, has a higher per capita anthracite consumption than Illinois, so that the combined industrial and domestic consumption for both classes of fuel is 6.69 tons in Delaware, against 6.45 tons in Illinois and 2.82 tons per capita for the country as a whole. Upon a per square mile basis, Delaware shows a consumption of anthracite and bituminous coal for industrial and domestic purposes of 597 tons. In this it is outranked only by Pennsylvania (1,968 tons), the New England States (1,525 tons), New York (772 tons) and Illinois (764 tons). Even upon the square mile basis the Delaware consumption is nearly five times the average for the United States as a whole, 123 tons.

The total bituminous consumption for the state in 1915 was 1,206,197 tons. Pennsylvania furnished the greater part of the fuel used, viz., 951,419. West Virginia was second with 245,451 tons, while the remainder, 9,327 tons, came from the neighboring state of Maryland. The anthracite consumption was 210,000 tons.

JAMES B. BICE, retail coal merchant, Dover, Delaware, has been in the business twenty-three years. He was formerly a member of the firm of Slaughter & Bice. Mr. Bice was born in Maryland September 4, 1858.

JOHN CONLY of the firm of Conly Bros., coal merchants at Wilmington, Delaware, has been in the business for twenty-six years. He was born at Wilmington October 27, 1843.

NEAL CONLY is a member of the firm of Conly Bros., Front and Madison Sts., Wilmington, Delaware, and has been in the business for over twenty-five years. He was born August 25, 1845, at Wilmington.

JOHN M. DONOHOE, Wilmington, Delaware, has been in the retail coal business for about nine years. He was born at Wilmington November 2, 1874.

LUTHER W. HURLEY, retail coal merchant of Seaford, Delaware, was born April 13, 1853, in Seaford and has been in the coal business thirty-three years.

WILLIAM A. HYDE is Assistant Treasurer of The Edward R. Pusey Co. at Wilmington, Delaware, and has been connected with the coal business for eleven years. He formerly was with the following: Charles H. Ten Weeges, Diamond Ice & Coal Co., and the Charles Warner Co. He was born at Hockessin, Delaware, June 14, 1891.

ANTHONY P. INGRAM, retail coal merchant of Lewes, Delaware, was born in Delaware in 1859 and has been in the coal business twenty years.

JUSTA G. JUSTIS is President of the J. G. Justis Co., retail coal merchants at Newport, Delaware, and has been engaged in the business for over thirty years, formerly with John M. Newbold. He was born in Maryland October 4, 1866.

HENRY WARNER McNEAL, Newark, Delaware, has been operating a retail coal yard at that place for sixteen years. He was born near Elkton, Maryland, March 7, 1870.

I. ELMER PERRY, coal merchant at Wilmington, Delaware, has been in the business for eight years and formerly was with H. T. Sergeant. He has served as President of the Wilmington Coal Exchange. He was born July 28, 1869, in Wilmington.

EDWARD R. PUSEY is the President of The Edward R. Pusey Co. at Wilmington, Delaware, and has been in the coal business for twenty-one years. Formerly he was connected with the Consumers Ice & Coal Co. and the Hygeia Ice Co. Mr. Pusey has served three terms as Director of the Pennsylvania Retail Coal Merchants' Association. He was born at Wilmington March 23, 1878.

VICTOR R. PYLE is President of the Victor R. Pyle Co., Market and D Sts., Wilmington, Delaware, and has been identified with the coal business for twenty-nine years. He formerly was connected with Cranston, Newbold & Co., George W. McKee and McKee & Pyle. He was born at Wilmington April 10, 1865.

WILLIAM N. RADCLIFF is a retail coal merchant at Bridgeville, Delaware, and has been doing business there for seven years.

WILMER STRADLEY, 616 West 20th St., Wilmington, Delaware, is Treasurer and General Manager of the Diamond Ice & Coal Co. He was formerly with the Consumers Ice & Coal Co. and has been fifteeen years in the business. He was born at Wilmington March 24, 1889.

DISTRICT OF COLUMBIA

Data on District of Columbia included under Maryland.
Data on Fuel Administration included under "The World's Greatest Industry in Peace and War," page 7.

PHOTOGRAPH OF THE STAFF OF THE UNITED STATES FUEL ADMINISTRATION TAKEN ON THE STEPS OF THE UNITED STATES TREASURY BUILDING AT WASHINGTON, 1918.

DISTRICT OF COLUMBIA—Washington

JEREMIAH MURRAY BURRELL, 827 14th St., N. W., Washington, D. C., is President of The Allegheny Coal Co. and a stockholder in the Keystone Coal & Coke Co. of Greensburg, Pennsylvania. He has been identified with the coal business for over thirty years and formerly was connected with the Corona Coal & Coke Co. of Alabama and the Austin Coal & Coke Co. of West Virginia. He is a member of the Board of Managers of the Coal Merchants' Association of the District of Columbia. Mr. Burrell was born in Greensburg June 25, 1854.

WARD W. GRIFFITH, proprietor of a retail coal business at N and First Sts., Washington, D. C., has been a retailer for twenty years. He was born in Maryland in June, 1873. Mr. Griffith is highly regarded in trade circles and acted as adviser to the District Administrator.

WILLIAM F. HUMMER, 511 A St., N. E., Washington, D. C., has been in the retail coal business for twenty-seven years. He has served as Treasurer and Director of the Coal Merchants' Association of Washington. He was born in Loudoun County, Virginia, March 8, 1867.

B. FRANK JOY, 1112 Ninth St., N. W., Washington, D. C., has been in the retail coal business for four years. He formerly was connected with the firm of Akehurst & Joy. He was born in the city of Washington.

CHARLES FRANCIS MILLER, President Charles F. Miller & Co., Chevy Chase, D. C., was born December 11, 1888, in Montgomery County, Maryland, and has been in the coal business for six years.

JOHN D. A. MORROW, General Director of Distribution, U. S. Fuel Administration, Washington, D. C., was born in 1881 in Ohio and has been closely identified with the coal industry for the past seven or eight years. Mr. Morrow was Assistant Secretary of the Federal Trade Commission when it was first organized. He was also Commissioner of the Pittsburgh Coal Producers Association and General Secretary of the National Coal Association before assuming his present duties.

OTTO G. RAYMOND, Secretary-Treasurer John P. Agnew & Co., Inc., of Washington, D. C., was born October 12, 1882, at Syracuse, N. Y., and has been in the coal business for seven years. Mr. Raymond is a Director of the Coal Merchants' Association of the District of Columbia.

WILLIAM H. ROSEWAG, retail coal merchant of Washington, D. C., was born June 28, 1875, in Washington and has been in the coal business for three years.

RODNEY N. SMITH, retail coal merchant of Washington, D. C., was born January 25, 1876, in Maryland and has been in the coal business twenty-two years.

WILLIAM D. SUTHERLAND, 3126 14th St., N. W., Washington, D. C., is President and Manager of the Mt. Pleasant Coal Co. and has been in the business for eight years. He was born in Richmond, Virginia, June 11, 1855. George H. Sutherland, his son, is Assistant Manager of the company.

JOSEPH P. STEPHENSON, proprietor of Stephenson & Bros., Washington, D. C., was born in Washington in 1875 and has been in the coal business twenty-seven years.

LUCIEN N. WALTERS of Walters & Co., retail coal merchants at Washington, D. C., was born January 10, 1850, in Virginia and has been in the coal business twenty-one years.

HARRY AUGUSTUS GARFIELD, Washington,
President Williams College, Williamston, Massachusetts, was appointed United States Fuel Administrator, with headquarters at Washington, District of Columbia, August 23, 1917, by President Wilson. He was born in Hiram, Ohio, October 11, 1863, the son of James A. Garfield, the twentieth President of the United States. By profession a lawyer, by experience a business man, by appointment an educator, he brought to the position, a trying one during the great war, an ability that made his new duties a success.

GEORGE OTIS SMITH, Washington,
Director United States Geological Survey since 1907, with headquarters at Washington, District of Columbia, was born in Hodgdon, Maine, February 22, 1871, and since his graduation from Colby College has been engaged in geological work. He and his department played an important part in the Fuel Administration during 1917 and 1918.

VAN H. MANNING, Washington,
Director of the Bureau of Mines, with headquarters at Washington, District of Columbia, was born in Horn Lake Depot, Mississippi. For more than twenty years he has been engaged in technical and scientific work under the Department of the Interior. Mr. Manning is a member of leading mining and scientific societies and the author of a large number of topographic maps and special bulletins, a worthy successor of the late Dr. Holmes.

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CARL EUGENE LESHER, Washington,
Statistician United States Fuel Administration and Geologist United States Geological Survey, Washington, District of Columbia, was born in La Junta, Colorado, in 1885. He was a mining engineer and metallurgist engaged in practice in British Columbia, Illinois, and New York previous to his connection with the Geological Survey, four years of his connection with the latter being in charge of the valuation of public coal lands. Mr. Lesher's work is considered very valuable by the coal industry.

FLORIDA

PONCE DE LEON on his record in his search for the fabled Fountain of Youth could hardly qualify for membership in Ye Ancient and Honorable Order of Coal Knights, for his journeys led him to a garden spot where the fuel man upon business bent finds little to arouse his commercial instincts. However, those fortunate enough to have wrung wealth out of the prosperity created by coal farther north, to disport themselves at Palm Beach, to enjoy San Augustine and the other attractions for which our southernmost state is famous, will forgive the old Spaniard for his lack of consideration. Florida, with an annual coal consumption in the neighborhood of 250,000 tons, uses a smaller amount of coal than any other state in the Union except Nevada.

Upon a per capita consumption basis Nevada is forced to yield even that record to its southern sister. The average Florida per capita domestic and industrial consumption (exclusive of railroad and bunker business) is .26 ton. The low record for the country is found in that other great citrus state and national playground—California—where the per capita consumption is .11 ton. Arkansas falls below the Florida record by a fraction over .09 ton. Upon the square mile basis, however, Florida outranks Arizona (1 ton), California and Nevada (2 tons each) and Oregon (3 tons) and is on the same plane as Idaho.

Coming to a concrete tonnage basis it is found that Florida used 225,176 tons of bituminous coal and 25,000 tons of Pennsylvania anthracite in 1915. The bituminous supplies were all drawn from southern states. The neighboring commonwealth of Alabama led with 108,782 tons; Virginia contributed 40,230; West Virginia, 31,980; Tennessee, 26,886; Kentucky, 17,268, and Georgia, 30 tons. During the year a small quantity of coal, 422 tons of anthracite and 1,909 tons of bituminous, were exported through the Florida customs district. Imports of 515 tons of bituminous coal were reported. Bureau of Commerce, Foreign and Domestic Commerce figures show that the district supplied 117,261 tons of bunker coal to vessels engaged in foreign commerce and 30,552 tons in 1914 to steamships engaged in domestic trade.

According to data published in Saward's "Coal Trade," the bunker business at Pensacola, Florida's leading port, totaled 116,062 tons in 1916. In addition, 11,582 tons were exported through the same port to Mexico, Cuba, Brazil and Italy.

FLORIDA

JOHN GRAY ANDERSON, JR., is Secretary-Treasurer and Manager of the Tampa Coal Co. at Tampa, Florida, and has been engaged in the retail and bunker business for over ten years. He was born at Williamsburg, Virginia. Lieut. F. M. Anderson, N. R. F., is President of the company.

FRANCIS MAKEMIE ANDERSON, President of the Tampa Coal Co., Tampa, Florida, was born October 11, 1882, in Accomack, Virginia, and has been in the coal business for twelve years.

J. J. LOGAN of Jacksonville, Florida, is President of the Logan Coal & Supply Co. and has been engaged in the coal business for thirteen years. He was born in Bradley County, Tennessee, November 30, 1873.

R. M. CARY, President of Cary & Co., Inc., 10 South Palafox St., Pensacola, Fla., established the business over thirty years ago. It is the oldest coal concern in western Florida and does a large trade in the bunkering of ships, Pensacola being the chief port of call for steamers plying between gulf ports. Mr. Cary was born in Isle of Wight County, Virginia, May 19, 1861.

JOHN MASSEY, Secretary of Cary & Co., Inc., Pensacola, Florida, has been associated in the coal business with R. M. Cary for twenty years. He was born at the U. S. Naval Station in Pensacola July 4, 1877. Mr. Massey has a wide acquaintance in the trade and is one of the popular coalmen in the south.

GEORGE U. MESERVE, retail coal merchant at St. Augustine, Florida, has been in the business for seven years. He was born at St. Augustine September 13, 1890.

GEORGIA

IN these days when the half-billion mark in bituminous coal output is history and talk of an annual production of 1,000,000,000 tons is no longer an invitation to incarceration in a home for the feeble-minded, the output currently mined in the state of Georgia does not bulk large in the statistical reviews of the coal year. While the total area of the Georgia field, estimated at 167 square miles (not all of which is workable), is the smallest in any of the Appalachian states, extensive operations are carried on in both counties. About 26.2 per cent of the coal in the Lookout Mountain basin in Walker county is distilled into coke and finds a market at Chattanooga and other furnace points in Tennessee and Georgia. The Georgia coal also has a high reputation for bunker and general steam purposes and is used at Brunswick and other coast cities.

The first authentic production records for the state appear in the Census report for 1860, when the output was placed at 1,900 tons. Figures for the 19 years following are upon estimated bases. Reliable records reappear in 1880, when the Census report credited the state with a production of 154,644 tons. Although subject to marked fluctuations there was a general upward trend until 1903 when the peak production of 416,951 tons was reached. From that point there was an unchecked decline until 1912, when the output rose from 165,210 tons to 227,503 tons. There was a slight decrease the next year and a pronounced slump in 1914:

Year.	Ton.	Year.	Ton.
1880	154,644	1899	233,111
1881	168,000	1900	315,557
1882	160,000	1901	342,825
1883	155,000	1902	414,083
1884	150,000	1903	416,951
1885	150,000	1904	383,191
1886	223,000	1905	351,991
1887	313,715	1906	332,107
1888	180,000	1907	362,401
1889	225,934	1908	264,822
1890	228,337	1909	211,196
1891	171,000	1910	177,245
1892	215,498	1911	165,210
1893	372,740	1912	227,503
1894	354,111	1913	255,626
1895	260,998	1914	140,243
1896	238,546	1915	134,496
1897	195,869	1916	173,554
1898	244,187		

The uneven course in production records for the state are attributed by the United States Geological Survey to peculiar labor conditions. Commenting upon the situation the Survey said:

"The production of coal in Georgia has fluctuated greatly from year to year since 1876, when it first exceeded 100,000 tons. A noteworthy feature is that in nearly every instance the year following one of the high points has recorded the minimum for the period, succeeding which there has been a steady building up to the next maximum high point. The fluctuations have been due in the past for the most part to peculiar labor conditions. Prior to 1904 the principal labor employed consisted of convicts leased from the state government. An act of the legislature prohibiting the further leasing of convicts to industrial enterprises caused the gradual withdrawal from the coal mines of this labor when the contracts expired and operators in the somewhat isolated region where the mines are located were unable to supply the deficiency by free labor."

Since 1911 there have been only two mines in operation in the state.

The distribution of the production, using the 1915 total of 134,496 tons, was as follows: The mines used 7,200 tons; 35,377 tons were coked and 78,195 tons were shipped to local points, making a total internal consumption of 120,772 tons. The railroads purchased 5,000 tons. Shipments to points outside of Georgia totaled 8,724 tons and were divided as follows: Alabama, 38; Arkansas, 73; California, 30; Florida, 30; Missouri, 538; the Carolinas, 500; Tennessee, 7,359, and Texas, 156 tons.

While the 120,772 tons of Georgia coal consumed within the state represented 92.4 per cent. of the total production, this tonnage was equal to less than 4.5 per cent. of the total bituminous requirements of that commonwealth. Alabama, Kentucky, Tennessee and the Virginias were called upon to contribute the other necessary 95.5 per cent. in the following tonnages: Alabama, 363,572 tons; Kentucky, 800,822; Tennessee, 481,271; Virginia, 368,751, and West Virginia, 41,332. Pennsylvania anthracite receipts for that year approximated 50,000 tons. Upon a per capita basis the 2,226,520 tons of coal used within the state were .73 ton bituminous and .02 ton of anthracite. The square mile consumption was 37 tons.

GEORGIA—Atlanta

JOHN BULOW CAMPBELL, President of The R. O. Campbell Coal Co. at Atlanta, Georgia, has been in the business for twenty-eight years. He is Vice President of the Westbourne Coal Co. and Treasurer of the following: Campbell Coal Mining Co., Sterbourne Coal Co., Highcliff Coal Co., Blue Diamond Coal Co., and Red Feather Coal Co. He was born at Atlanta December 15, 1870.

JOHN C. DEADY, Atlanta, Georgia, is Southern Manager for the Bewley-Darst Coal Co. and has been in the coal business for about fifteen years. He was formerly connected with the O'Gara Coal Co., Chicago. He was born in Chicago, Illinois, August 17, 1880.

JIMPSIE FARMER, retail coal merchant at 1264 De Kalb Ave., Atlanta, Georgia, has been in the retail business twelve years. He has a branch yard at Decatur, Georgia, and formerly was with the Georgia Iron & Coal Co. for nine years, holding positions from shipping clerk to Superintendent. He was born March 13, 1875, in Conyers, Rockdale County, Georgia.

HENRY MEINERT of the Henry Meinert Coal Co., Atlanta, Georgia, has been in the retail coal trade over twenty years. Grover N. Meinert is a member of the firm and General Manager.

JOHN H. MOORE, 227 McDaniel St., Atlanta, Ga., has been in the retail coal business for twenty-four years. He was born at Monroe, Georgia, September 18, 1874.

WILLIAM LANE RANDALL, 212 Peters Building, Atlanta, Georgia, is a member of the retail coal firm of Randall Bros., and has been in the business for thirty-two years, since its establishment in 1885. He was born at Decatur, Georgia, July 9, 1861, and is one of the prominent coal merchants in the south.

GEORGIA

JAMES G. BARRON, 211 Commerce St., Albany, Georgia, is sole owner and Manager of the Barron Coal & Wood Co. and has been in the retail business for twenty-one years. He began with the Gillespie Coal Co. at Glasgow, Scotland, and advanced from miner and wagoner through all departments. He was born in Ireland October 15, 1856.

T. M. CARTER is Manager for Carter & Co., coal and cotton factors at Albany, Georgia, and has been identified with the coal business for forty years. He formerly was connected with N. & A. F. Tift Co. and with Carter & Woolfolk. He was born at Augusta, Georgia, in 1841.

L. J. CASSELS, President of the Kirkwood Ice & Coal Co. at Kirkwood, Georgia, has been in the business for sixteen years. He was born in Atlanta, Georgia, July 12, 1874. He is also a member of the firm of Cassels & Fleming.

LEWIS FLEMISTER is the Manager of the Fowler-Flemister Coal Co. at Milledgeville, Georgia. He was formerly with the Cook Lumber Co. and has been in the coal business for over ten years. He was born March 10, 1884, at Griffin, Georgia.

NATHAN GADLEY is senior partner in the firm of Gadley & Griffin at Savannah, Georgia, and has been in the retail business for four years. He was born at Walterboro, South Carolina, in March, 1876.

ERNEST C. GOODWYN is proprietor of a wholesale and retail coal business at Newnan, Georgia, and has carried it on for about fifteen years. He was one of the organizers of the Southeastern Association of Coal Merchants in Atlanta, Georgia, 1905. He was born in Newnan July 27, 1875.

JAMES D. GRAHAM has been in the retail coal business at Dalton, Georgia, since 1892, when he succeeded E. O. Herndon. He was born June 27, 1837, in Ganesville, Georgia.

ROBERT W. GRAVES is President of The Graves-Harper Co. at Rome, Georgia, and has been in the coal business for twenty-seven years. He has served a term as President of the Southeastern Coal Dealers' Association. He was born at Rome, Georgia, in 1871, and is highly regarded in the trade.

JOSEPH F. GRIFFIN, Savannah, Georgia, is a junior partner in the firm of Gadley & Griffin, retail coal merchants, and has been in the business for four years. He was born February 13, 1886.

WILLIAM LANE HANCOCK, proprietor W. L. Hancock Coal Co., Athens, Georgia, was born December 7, 1870, at Jefferson, Georgia, and has been in the coal business ten years.

CARL J. HERMAN is a member of the Herman Coal & Wood Co. at Savannah, Georgia, and has been in the retail coal business for twenty-one years. He was born in Savannah November 2, 1875.

WILLIAM WOLFF HERTZ, 360 New St., Macon, Georgia, is the proprietor of the business of the Hertz Coal Co. and has been doing a retail business for thirteen years. He was born at Macon March 7, 1879.

JOHN B. MILLS is General Manager and Secretary-Treasurer of the Newton Coal & Lumber Co. at Griffin, Georgia.

DANIEL W. PEACE, retail coal merchant at Douglasville, Georgia, was born August 29, 1861, at Crawford, Mississippi, and has been in the coal business twenty-six years.

ETHELRED PHILIPS, 1400 Third Ave., Columbus, Georgia, is head of the firm of E. Philips & Sons. He succeeded in 1880 to the coal business established by Charles Philips in 1870. George B. and Ernest W. Philips are now actively in charge. Mr. Ethelred Philips was born March 6, 1851, at Mariana, Florida.

J. W. PHILLIPS is a member of the coal firm of W. C. Wykie & Co. at Augusta, Georgia, and its Secretary and Treasurer. He is thirty-nine years old and was born in Columbia County, Georgia.

JOSEPH FELDER POU is proprietor of the coal business of J. F. Pou & Co. at Columbus, Georgia, and has been engaged in the business for twenty-six years. The title of the firm was changed from W. L. & J. F. Pou in 1895, when W. L. Pou died, his brother, J. F. Pou, buying his interest from the widow. Mr. Pou was born at Columbus September 16, 1867.

WILLIAM JAMES RYAN is President of the Vulcan Fuel Co., 635 Hull St. W., Savannah, Georgia. He was formerly with the Central of Georgia Railway and has been in the retail coal business six years. He was born in Savannah July 24, 1883.

ALEXANDER F. SMITH of Herndon & Smith, Elberton, Georgia, was born July 13, 1867, in Elberton and has been in the retail coal business three years.

JOHN ESTELLE TARBLEY is Cashier and Office Manager for Carter & Co., coal merchants at Albany, Georgia, and has been in the business for six years. He was born at Canton, Mississippi, October 3, 1890.

MULFORD P. WORD, Manager LaGrange Ice & Fuel Co., LaGrange, Georgia, was born November 9, 1877, at Rome, Georgia, and has been in the coal business fifteen years. He was formerly connected with the Rome Ice Mfg. Co.

IDAHO

IDAHO entered the ranks of coal producing states less than 15 years ago. The early developments centered about scattered lignite beds of restricted area, particularly in the Salmon district in Lemhi county, near the Idaho-Montana state line. In the last two or three years, however, production has been confined to one bituminous coal mine in the St. Anthony district (Teton Basin field). Production figures from 1905 to 1913 were as follows:

Year.	Ton.	Year.	Ton.
1905	5,782	1910	4,448
1906	5,365	1911	1,805
1907	6,508	1912	2,319
1908	5,429	1913	2,143
1909	4,553		

Statistics of production since 1913 are not reported separately, but are included in the figures for California and Nevada.

Exclusive of this Idaho coal, all of which presumably was consumed within the state, the 1915 consumption of bituminous coal totaled 350,380 tons. By far the greater part of this came from adjoining state of Utah, which shipped in 227,417 tons. Wyoming came second with 87,619 tons; Washington shipped 25,000 tons; Montana 9,311 tons, and Pennsylvania 33 tons. The state also received approximately 1,000 tons of lake cargo coal from the docks and 200 tons of Pennsylvania anthracite. The per capita consumption was slightly in excess of .83 ton.

IDAHO

HOWARD E. CAMPBELL is Secretary-Treasurer of the Union Seed & Fuel Co., 111 S. Tenth St., Boise, Idaho, and has been engaged in the retail coal business for seven years. He was born October 8, 1869, at New Haven, Connecticut.

A. G. CHANGNON is Manager of the Changnon Commission Co. at Idaho Falls, Idaho. Formerly he was with Crow & Changnon and has been seven years in the coal business. He was born at St. Anne, Illinois, February 4, 1864.

ALFRED H. CLEVELAND is a stockholder in the Lewiston Fuel & Implement Co. at Lewiston, Idaho, and has been in the business for three years. He was born at Lewiston July 21, 1892.

M. B. DENLINGER, proprietor of the Denlinger Coal & Ice Co., of Idaho Falls, Idaho, was born in 1856 in Rock Island County, Illinois, and has been in the coal business in Idaho Falls thirteen years. His company has the reputation of being the largest retail coal concern in the state.

M. A. CORNER is co-partner and Manager of the firm of Corner & Fisher, coal merchants at Wallace, Idaho. He was born in Ohio July 23, 1863.

JOHN GETTY is the proprietor and Manager of the Getty Feed & Fuel Co. at Lewiston, Idaho, and has been in the retail coal business for seven years. He was born in Ireland March 14, 1872.

OSCAR McCARTOR is Manager of the Moscow Commission Co. at Moscow, Idaho. He has been in the coal business for over twenty years. He was born in Indiana January 11, 1860, and has many warm friends in the trade.

E. W. MILLER is the owner of a retail coal business at Kellogg, Idaho. He has been in the business for twenty-four years. He has represented Idaho in the Western Fuel Dealers' Association of Spokane, Washington. He was born at Canal Dover, Ohio, April 4, 1872.

LAWRENCE POITWIN is Manager of the East Side Lumber Co. at Idaho Falls, Idaho, and has been in the retail coal business for four years. He was born in Norden, Nebraska, April 9, 1886.

W. S. SIMS is President and General Manager of The Sims Co., Idaho Falls, Idaho, and has been in the business thirteen years. He was born at Lincoln, Utah, June 1, 1882.

ILLINOIS

ILLINOIS has so many claims upon the consideration of the coal men of America that it is difficult to decide just what particular feature of its overwhelming importance as producer and consumer should be given precedence. Its leading city shares with Pittsburgh the honor of being the largest coal consuming center in the country. As a coal producer it is outranked only by Pennsylvania and West Virginia. On the side of potential coal production it contains the largest commercial coal bearing area in the United States. To meet its fuel requirements it draws upon the resources of ten other states and in turn distributes a substantial proportion of its own tonnage to 17 states from Minnesota and North Dakota on the north to Texas on the south, Nebraska on the west, and Tennessee and Ohio on the east. While Indiana and the southeastern Mississippi Valley marks the normal limits of its eastern movements, the strenuous times of the past three years have seen Illinois coal go into Canada, New York state and Connecticut.

The coal fields of the state form the western part of the eastern interior basin which includes Illinois, Indiana and western Kentucky. Technically the state has been divided into 14 fields and six beds, but, as current commercial matter, the mines of the state have been classified into six major groups and two important subsidiary groups. The 14 fields mentioned by the State Geological Survey are as follows: Rock Island, Northern, Wilmington, Peoria-Fulton, Grape Creek, Springfield, Virden, Pana, Central Illinois, Centralia, Williamson-Franklin, Big Muddy, and Saline. The major commercial groups are: (1) The Southern Illinois District, comprising Franklin, Saline, and Williamson counties and portions of adjoining counties, including the Duquoin district in Perry County; (2) the Central Illinois field, which includes the Springfield, Virden, Pana and Centralia fields; (3) the Belleville or Standard District, designated by the State Survey as Central Illinois, which covers the counties contiguous to the St. Louis-East St. Louis industrial district; (4) the Danville (Grape Creek) field in Vermilion County; (5) the Fulton-Peoria County fields, and (6) the Northern field in Bureau, LaSalle, Grundy, Will, Putnam, Kankakee, Livingston, Woodford and Marshall counties, i. e., the Northern and Wilmington fields of the State Survey classification. The Big Muddy-Murphysboro field in Jackson county, while of limited area, is of considerable commercial importance. The Duquoin subdivision has already been mentioned. The Rock Island field in Mercer and Rock Island counties is of only limited importance.

Of the six seams mentioned No. 1 is of the least commercial importance at the present time. This bed is worked most actively in Mercer and Rock Island counties, where the output is most readily accessible to the Tri-Cities, which are its chief market. It is also found in Brown, Calhoun, Greene, Hancock, Henry, Jersey, McDonough, Schuyler, Scott and Warren counties. No. 2 coal is of greatest commercial importance in the Northern Illinois-Wilmington field, where it is known to the trade as "Third Vein'" and in the Big Muddy district in Jackson county. The deposits in the No. 2 bed in the latter field are said to be more nearly akin to the high grade coals of the eastern states than at any other part of Illinois. The Jackson county coal, according to Professor Andros, "has less volatile matter, more fixed carbon, less ash and moisture and a higher calorific value than the coal in any other (Illinois) district." A thin vein of No. 2 coal is also found in Brown, Calhoun, Cass, Fulton, Greene, Hancock, Henry, McDonough, Mercer, Rock Island, Schuyler, Scott and Warren counties.

Between 25 and 30 per cent. of the coal mined in the state comes from the No. 5 seam which underlies the Central Illinois, Harrisburg and Fulton-Peoria fields. This bed is found in Cass, DeWitt, Fulton, Gallatin, Knox, Logan, Macon, Mason, Menard, McLean, Peoria, Saline, Sangamon, Schuyler, Tazewell and Woodford counties. The Franklin-Williamson and Belleville groups are the principal factors in the No. 6 bed, although portions of the Central Illinois field, Jackson county, Perry county (Duquoin district) and the Grape Creek (Danville) district, contribute no mean tonnages to the aggregate that gives this bed over half of the annual commercial production of the state. In detail the No. 6 bed is reported in Bond, Christian, Clinton, Franklin, Jackson, Macoupin, Madison, Marion, Montgomery, Moultrie, Perry, Randolph, Sangamon, Shelby, St. Clair, Washington and Williamson counties. No. 7 coal is found in Edgar and Vermilion counties, but the total production is small.

What is believed to be the earliest mention of coal in

the history of the United States is a reference to Illinois deposits. Until a few years ago credit for this reference was given to a French missionary, Father Hennepin, for his journal entry of 1679 of the existence of a "cole" mine above Fort Crevecoeur, near the site of the city of Ottawa. Recent investigation, however, gives the first mention as of the year 1673, when the discovery of coal near the present city of Utica was made by Joliet and Marquette. This was mapped by the first named explorer the year following its discovery. The next mention, after Father Hennepin's, was by Father Charlevoix in 1720, when the statement was made that "many coals" were found in the environs of what is now LaSalle. Further reference to Illinois coal is made in "Travels through the Interior Parts of North America in 1766, 1767 and 1768 by J. Carver, Esq." The existence of coal in the Northern Illinois field is again recorded in Kennedy's account of his search for a copper mine in 1773 and in "Morse's American Gazetteer," published in 1797.

As far as known the earliest record of shipment dates back to 1810, when a flatboat load of coal was shipped from Brownsville, Jackson county, on the Big Muddy river, to New Orleans. Discovery of coal in this part of the country came about, according to "Beck's Gazetteer of the States of Illinois and Missouri," published in 1823, in the following manner: "Coal exists in abundance on this alluvian and the bluffs which bound it. Its discovery was made in a very singular manner. Many years since, a tree taking fire, communicated to its roots, which continued burning for some time. Upon examination, they were found to communicate with a bed of coal, which continued to burn until the fire was completely smothered by the falling in of a large mass of incumbent earth. About two miles from this place a coal bank has been opened—the vein is as thick as any at Pittsburgh."

Beck, in the same publication quoted from above, also refers to the existence of coal deposits in Clark, Greene, Jackson, Pike and Sangamon counties and in the vicinity of Alton, the Big Muddy river, Cahokia, Chicago creek, Crooked creek, Fox river, Redbud creek, Otter creek, Peoria, Spoon river and Sugar creek. As early as 1830 St. Clair county coal was used locally for blacksmithing purposes. In 1831 Peck, in his "Guide for Emigrants," stated that "exhaustless beds" of coal exist in the bluffs of St. Clair county and that large quantities were being sold in St. Louis at from 10 to 12½ cents per bushel. Another writer, three years later, declared that the St. Louis trade totaled thousands of bushels annually. One record for 1833 stated that 150,000 bushels had been hauled by wagon from St. Clair county mines to St. Louis.

Although between 1833 and 1850, the estimated production in the state increased from 6,000 to 300,000 tons, it was not until the era of railroad development began, in the early '50s, that the industry began to come into its own. In 1860 production had reached 728,400 tons and at the close of the Civil War was 1,260,000. Until the middle '50s the center of mining activity upon a commercial scale appears to have been in St. Clair county in the Belleville district, and that field held the lead for a number of years. In 1856 the LaSalle county beds began to assume importance and nine years later the discovery of coal in Will county and the organization of the Chicago & Wilmington Coal Co. (the father of the present C., W. & F. Coal Co.) pushed the third vein field further towards the front. About the same time development upon a commercial scale was begun in the Danville district. While the Belleville district has always remained an important factor in the total production of the state, the center of production, in the Northern field (LaSalle county) has been gradually shifting south. Between 1886 and 1905, both inclusive, Macoupin or Sangamon counties (Central Illinois) led in production 13 out of 20 years. Since 1907 the honors have gone to the Williamson-Franklin county field. The production record for the state as a whole since 1860 is shown in the following table:

Year.	Ton.	Year.	Ton.
1860	728,400	1889	12,104,272
1861	670,000	1890	15,292,420
1862	780,000	1891	15,660,698
1863	890,000	1892	17,862,276
1864	1,000,000	1893	19,949,564
1865	1,260,000	1894	17,113,576
1866	1,580,000	1895	17,735,864
1867	1,800,000	1896	19,786,626
1868	2,000,000	1897	20,072,758
1869	1,854,000	1898	18,599,299
1870	2,624,163	1899	24,439,019
1871	3,000,000	1900	25,767,981
1872	3,360,000	1901	27,331,552
1873	3,920,000	1902	32,939,373
1874	4,203,000	1903	36,957,104
1875	4,453,178	1904	36,475,060
1876	5,000,000	1905	38,434,363
1877	5,350,000	1906	41,480,104
1878	5,700,000	1907	51,317,146
1879	5,000,000	1908	47,659,690
1880	6,115,377	1909	50,904,990
1881	6,720,000	1910	45,900,246
1882	9,115,653	1911	53,679,118
1883	12,123,456	1912	59,885,226
1884	12,208,075	1913	61,618,744
1885	11,834,459	1914	57,589,197
1886	11,175,241	1915	58,829,576
1887	12,423,066	1916	66,195,336
1888	14,328,181		

Under normal conditions about 45 per cent. of the total production of the state is consumed in local industrial enterprises and for domestic uses. The largest individual customers of the Illinois mines are, of course, the railroad companies, some of which control extensive mining operations of their own. While the major rail-

road fuel consumption is by transportation companies having direct connection with the Illinois mines, during the past two years (1916-1917) Illinois coal has been used as locomotive fuel by roads in Canada and the Northwest and by carriers operating west of the Missouri river. Upon a general commercial basis, the Chicago industrial district is the heaviest consumer. In 1915 this district used 7,852,675 tons of Illinois coal. During that year the output of the state was distributed as follows:

Used within the state, 26,781,713 tons, divided as follows: Consumed at mines, 1,533,609 tons; sold locally, 2,470,114 tons; shipped to intrastate points, 22,778,530 tons. Shipped to Arkansas, 128,950 tons; Indiana, 825,601 tons; Iowa, 3,053,413 tons; Kansas, 414,467 tons; Kentucky, 6,807 tons; Louisiana, 67,338 tons; Michigan, 83,256 tons; Minnesota, 1,334,330 tons; Mississippi, 96,577 tons; Missouri, 4,391,722 tons; Nebraska, 938,905 tons; North Dakota, 106,674 tons; Ohio, 3,036 tons; South Dakota, 319,370 tons; Tennessee, 68,559 tons; Texas, 20,648 tons; Wisconsin, 1,260,188 tons; total, 13,119,841 tons; railroad consumption, 18,928,022 tons; grand total, 58,829,576 tons.

As a consumer of coal for industrial and household purposes Illinois in the aggregate uses more fuel than any other state in the Union but Pennsylvania. Its normal consumption of bituminous coal alone is in excess of the combined anthracite and bituminous consumption of the six New England states, although the intense concentration of manufacturing enterprise along the North Atlantic seaboard during 1916-1917 suggests that this record may not have held true during the past 24 months. As to its status as an individual consuming state, in comparison with other states considering individually, however, there is no question.

Primarily, this record is made possible because of the heavy consumption of fuel in the Chicago industrial district. This consumption represents over 50 per cent. of the total fuel requirements of the state. It is the factor that brings the per capita bituminous consumption of Illinois above that of any other state in the Union. The per capita bituminous coal consumption for 1915 was 5.91 tons; of anthracite, .54 ton, making a total per capita of 6.45 tons—a record exceeded by but one state, Delaware. Upon a square mile basis, Illinois consumption, 764 tons, ranks a close fourth to the New York record of 772 tons. The greater density in population in the eastern states, however, permits higher square mile consumption in Pennsylvania, the New England group and New York state.

Exclusive of railroad and steamship fuel, the total consumption in the state for 1915, as reported by the United States Geological Survey, was 43,268,850 tons. Pennsylvania anthracite contributed 3,292,000 tons to this total. The bituminous consumption was divided as follows: Illinois, 26,781,713 tons; Indiana, 4,044,528 tons; Iowa, 17,700 tons; Kentucky, 864,047 tons; Maryland, 20,783 tons; Ohio, 287,561 tons; Pennsylvania, 1,677,186 tons; Virginia, 120,300 tons; West Virginia, 5,079,032 tons; lake coal, 1,084,000 tons; total, 39,976,850 tons.

In addition a small tonnage was received from Missouri, but this total is reported with receipts under Arkansas.

The only complete figures covering consumption at Chicago were compiled by the Chicago Association of Commerce in 1912 in connection with its report upon "Smoke Abatement and Electrification of Railway Terminals in Chicago." These figures showed the following:

I. TOTAL CONSUMPTION WITHIN CHICAGO DISTRICT.

	Ton.	Percent. of total.
Pennsylvania anthracite	1,827,158	8.62
Smokeless	1,230,787	5.80
Coke	3,435,753	16.20
Illinois bituminous	9,184,126	43.31
Indiana bituminous	3,084,688	14.54
Other bituminous	2,446,374	11.53
	21,208,886	100.00

II. CONSUMPTION WITHIN CITY LIMITS OF CHICAGO.

Pennsylvania anthracite	1,633,002
Smokeless	1,174,742
Coke	3,099,302
Bituminous	11,675,477
	17,582,523

That these figures have been vastly increased during the past five years is a matter of common knowledge and estimates upon current consumption range between 27,000,000 and 30,000,000 tons. For example, the figures under Table I, supra, include 2,815,400 tons of fuel consumed by the railroads. Of this amount 2,786,029 was bituminous coal. The percentage of this fuel originating in states other than Illinois and Indiana is so small that it may safely be ignored. If this be deducted from the totals above shown, the total Illinois and Indiana consumption for non-railroad purposes is reduced to 9,482,785 tons. Statistics for 1915 show that the non-railroad consumption in the Chicago switching district originating in Illinois and Indiana was 10,937,395 tons. Smokeless consumption has greatly increased during the past five years; well considered estimates place the 1915 consumption for domestic and other low pressure plants at 2,600,000 tons. The increased activity in steel and other manufacturing enterprises has also shot up consumption so that the round figure estimate of 30,000,000 tons for 1917 does not appear to be far out of line.

FRANCIS STUYVÉSANT PEABODY, Chicago, Illinois,
Whose coal activities include operations in Illinois, Indiana, Ohio, Kentucky, Virginia and Wyoming, is Chairman of the Board of Directors of the Peabody Coal Co., Chicago, which does a business of 12,000,000 tons a year.

Mr. Peabody was born in Chicago in 1859, and went into the coal business as a retailer in his native city in 1884, three years after his graduation from Yale. Since that year he has had practical business experience from every angle of the coal industry, and with success. He is prominent in the industrial life of Chicago and Illinois.

In the recent war he was Chairman of the Committee on Coal Production of the Council of National Defense, and the later success of the Fuel Administration was attained on those basic principles which he laid down with his committee.

CLIFFORD DOUGLASS CALDWELL, Chicago, Illinois, Sales Manager of the By-Products Coke Corporation, Vice Chairman of the Coke Committee of the Semet-Solvay Co., Vice President of the Black Mountain Corporation, President of the C. H. & S. E. R. R., and Secretary of the Iroquois Iron Co., with offices in the McCormick Building, Chicago, is also a Director of the following companies: Black Mountain Coal Corp., Solvay Collieries Co., Iroquois Iron Co., Rogers-Brown Ore Co., C. H. & S. E. R. R. Co., C. S. L. Ry. Co. He was born in Bristol, Tennessee, October 16, 1872. Mr. Caldwell was formerly connected with the Jones interests of Pittsburgh for a number of years, and has many friends in the coal trade.

JAMES EDMUND RUTLEDGE, Chicago, Illinois,
Late President of the Rutledge & Taylor Coal Co., 1515 Fisher Building, Chicago, had been in the coal business for thirty years at the time of his death in April, 1918. He had also been President of the following: New Staunton Coal Co., St. Louis; Nokomis Coal Co., Chicago; Security Coal & Mining Co., Chicago, and the Standard Briquette Fuel Co., Kansas City, Missouri. He formerly was connected with the Consolidated Coal Co. of St. Louis. Mr. Rutledge was born in Bloomington, Illinois, October 30, 1861, and was one of the largest and most prominent of Illinois coal operators.

JACKSON K. DERING, Chicago, Illinois,

President J. K. Dering Co., 332 South Michigan avenue, Chicago, and Dering Mines Co., has been active in the coal business twenty-eight years. He formerly was connected with the following coal concerns: C. L. Dering, Consolidated Coal Co., Riverton Coal Co. and the Dering Coal Co. of Delaware. Mr. Dering was born in Darlington, Wisconsin, August 1, 1870, and is one of the most popular and capable coalmen in the West.

JOSEPH B. ROYNON, Chicago, Illinois,
Vice President and Secretary J. K. Dering Coal Co., Chicago, and Secretary Dering Mines Co., was born in Chicago March 27, 1874, and has been twenty-five years in the coal business, all the time with the present company, an unusual record for the coal trade.

JAMES B. PAULEY, Chicago, Illinois,
Vice President J. K. Dering Coal Co., Chicago, and Dering Mines Co., was born in Lebanon, Ohio, August 16, 1875. Previously he had a wide experience in the implement industry both in this country and Europe.

WILLIAM H. D. GIBSON, Chicago, Illinois,
Of the J. K. Dering Coal Co., McCormick Building, Chicago, was born September 1, 1871, in Chicago and has been in the coal business ten years. He was formerly with the Chicago & Eastern Illinois Railroad and is exceptionally well posted on traffic questions. Mr. Gibson has done a great deal of excellent committee work for the Chicago Coal Merchants' Association.

ARTHUR R. ODELL, Chicago, Illinois,
Manager of Country Sales for the J. K. Dering Coal Co., McCormick Building, Chicago, Illinois, has been in the coal business since 1899, with his present company except from 1910 to 1912, when he was with the Meeker Co. He was born at South Bend, Indiana, in 1878. Mr. Odell has a wide acquaintance and is popular with the retail trade throughout the Northwest.

GEORGE B. HARRINGTON, Chicago, Illinois,
President of the Chicago, Wilmington & Franklin Coal Co., McCormick Building, Chicago, Illinois, has been engaged in the coal business for seven years. Mr. Harrington is a graduate of Princeton University and of the Massachusetts Institute of Technology, where he specialized in mining engineering. He was born at Wilmington, Delaware, in 1881. Under his management this large and old established company has had a most successful growth.

ANDREW J. MALONEY, Chicago, Illinois,
Vice President and Sales Manager Chicago, Wilmington & Franklin Coal Co., 407 McCormick Building, Chicago, has been in the coal business for seventeen years and formerly was with the J. S. Wentz Co. and the Royal Colliery Co. He was born in Schuylkill County, Pennsylvania, February 12, 1884.

THOMAS F. HOLMES, Lincoln, Illinois,
General Superintendent Chicago, Wilmington & Franklin Coal Co., Chicago, was born in Brooklyn, New York, in 1861, and has been a resident of Lincoln since 1866. Mr. Holmes started in as a bookkeeper at the mines in 1883, and since that time has filled every position from day laborer to superintendent—a practical mining man. The record production sheets of the company in 1918 tell of his success in his line.

CHARLES M. MODERWELL, Chicago, Illinois,
President of C. M. Moderwell & Co., McCormick Building, Chicago, Illinois, has been in the coal business twenty-five years. He is interested in the United Coal Corp., the Columbus Mining Co., and the Thos. N. Mordue Coal Co. He was with the Montana Coal & Coke Co. from 1892 to 1899, with the Fairmont Coal Co. from 1899 to 1901 and with the National Coal & Coke Co. from 1901 to 1903. Mr. Moderwell was born May 6, 1868, at Geneseo, Illinois. Mr. Moderwell is very highly regarded and commands the confidence and respect of the entire trade to an unusual degree.

HENRY E. PATRICK, Chicago, Illinois,
Vice President of C. M. Moderwell & Co., McCormick Building, Chicago, Illinois, has been in the coal business fifteen years. He was born September 5, 1852, in New York state and is well known in the coal trade.

ARTHUR L. ALLAIS, Chicago, Illinois,
Vice President of The United Coal Corporation and of C. M. Moderwell & Co., McCormick Building, Chicago, Illinois. He is also interested in the Columbus Mining Co. and the Brazil Collieries Co. He has been in the coal business for twenty years and formerly was connected with the Mecca Coal Co. and the Rock Run Coal Co. He was born at Marles, France, in August, 1868.

JAMES BARNES HILTON, Chicago, Illinois,
Secretary and Treasurer of the Columbus Mining Co., 758 McCormick Building, Chicago, Illinois, has been in the coal business for nine years and was formerly connected with the United Coal Corporation as its Third Vice President. He born in Lowell, Massachusetts, May 25, 1872.

HERBERT HALLIDAY TAYLOR, Chicago, Illinois,
President of the Taylor Coal Co., 1215 Old Colony Building, Chicago, Illinois, has been engaged in the coal business for over twenty years. Formerly he was connected with the New Kentucky Coal Co. He was born at Columbus, Ohio, August 14, 1877. Mr. Taylor is one of the largest and most popular of Illinois coal operators.

EDWIN R. KEELER, Chicago, Illinois,
Vice President and General Sales Manager of the Taylor Coal Co., Old Colony Building, Chicago, Illinois, has been in the coal business for seven years. He was born at Rockford, Illinois, June 27, 1889. Mr. Keeler served with the National Guard in Mexico and is at present an officer in the United States Army on the staff of Gen. O. L. Howard, Jr., commanding the 161st Field Artillery Brigade.

HARRY JOHN ELLIS, Chicago, Illinois,
Treasurer and Sales Manager of the Taylor Coal Co., Old Colony Building, Chicago, Illinois, and Vice President of the Distributors' Coal Co., was formerly with Guy G. Gibson & Co. and the New Kentucky Coal Co. He was born in Chicago August 30, 1888.

B. L. SHEPARD, Chicago, Illinois,
Secretary Taylor Coal Co., Chicago, was born September 25, 1868, in Fond du Lac County, Wisconsin. His first business ventures were in fire insurance and real estate in Fond du Lac. In 1897 he went into the coal business in Chicago, continuing until 1912, when he opened an office as a public accountant. Mr. Shepard assumed his present position in 1918.

WILLIAM F. WICKHAM, St. Louis, Mo., President Wickham & Burton Coal Co., 325 McCormick Building, Chicago, also President Wickham Coal Co., 412 Pierce Building, St. Louis, Missouri, was born in St. Louis, where the Wickham name is a most highly respected one in business circles. At Princeton University he was a member of the class made famous by Woodrow Wilson, now President. His early business experience was with the Tudor Iron Works and the Republic Iron & Steel Co. of St. Louis. His first experience in the coal industry was with his brother, E. F. Wickham, when he joined the old St. Louis firm, the Wickham Coal Co., and upon his brother's death succeeded to the Presidency. He is also President of the Johnston City Washed Coal Co., with mines at Johnston City, Illinois.

FREDERIC A. BURTON, Chicago, Ill., Of the Wickham & Burton Coal Co., 325 McCormick Building, Chicago, exclusive sales agents of the Paradise Coal Co., a well-known Illinois coal company, was born September 12, 1873, in Toronto, Canada. When he came to Chicago he entered the law office of Burton & Harris. As his legal education was developed court reporting appealed to him, and he specialized along that line, with the result that he became known as one of the best in the city of Chicago. This work brought him in contact with the coal industry, and in 1907 he turned to coal, beginning as a jobber in Franklin County (Illinois) coal, then a comparatively new field. Since that time he has devoted his whole time to both the operating and selling ends of the coal industry. Mr. Burton is also Treasurer of the Johnston City Washed Coal Co., with mines at Johnston City, Illinois.

JAMES FORESTER, Du Quoin, Illinois, Vice President Paradise Coal Co., Du Quoin, was born June 18, 1868, in Du Quoin and in that region of Illinois gained a most practical knowledge of coal mining. He was for thirty years with the Muddy Valley Mining & Manufacturing Co. at Hallidayboro, Illinois, and when it was sold to the Jackson Coal Co. he was its Vice President and General Manager. Mr. Forester is a member of the State Mining Board of Illinois, a member of the Mine Investigation Committee of Illinois, and a member of the Executive Board of the Illinois Coal Operators Association, and stands high in the coal operating circles of the state.

R. J. FORESTER, Du Quoin, Illinois, General Superintendent Paradise Coal Co., Du Quoin, was born in 1884 in Du Quoin, and took his degree in mechanical engineering at the University of Illinois. He was first with the Roberts & Schaefer Co. of Chicago, Illinois, and while with them designed the tipple of the Paradise Coal Co. Then he was associated with The Jeffrey Manufacturing Co. of Columbus, Ohio. In 1905 he installed the electric plant at the Paradise mine, after which he went to Mexico to take charge of a mine for a syndicate. Here he remained until a revolution broke out, whereupon he returned to Illinois to become Superintendent of the Paradise Coal Co.

ARTHUR M. HULL, Chicago, Illinois,
Editor and General Manager The Retail Coalman, Chicago, was born in Chicago February 14, 1874, and has been identified with the coal trade for seventeen years. He organized the Order KoKoal, was Secretary-Treasurer of the National Coal Association and Field Secretary of the National Retail Coal Merchants' Association.

MORTON HISCOX, Chicago, Illinois,
Business Manager The Retail Coalman, Chicago, was born in Westerly, Rhode Island, October 3, 1868. His connection with the coal trade dates from 1906 when he became associated with The Retail Coalman.

JOHN GROENIER, Chicago, Illinois,
Secretary and Treasurer The Retail Coalman, Chicago, has been connected with the coal trade for sixteen years, formerly with the Illinois and Wisconsin Retail Coal Dealers' Association, and since 1907 with The Retail Coalman. He was born in Holland September 21, 1879.

WILLIAM A. IRELAND, Columbus, Ohio,
"The Cartoonist of the Coal Trade," was born in Chillicothe, Ohio, in 1880. His cartoon in every issue of The Retail Coalman is a feature that has endeared him to the hearts of all connected with the coal industry.

BIG CREEK COLLIERY CO.

Peoples Gas Building

CHICAGO, ILL.

One of the largest and most important of Illinois coal companies is the Big Creek Colliery Co., with headquarters at Chicago. This company, of which Charles I. Pierce is President and C. E. Karstrom Secretary and Sales Manager, is the selling organization of two large operating companies in the Southern Illinois field as follows:

SALINE COUNTY COAL CO., with five operations in Saline County, Illinois, operating since 1906, and located on the Big Four, Illinois Central and Louisville & Nashville Railway, producing "Premium" Harrisburg coal.

BIG CREEK COAL CO., with three operations in Fulton County, Illinois, operating since 1904, on the Chicago, Burlington & Quincy Railway and the Toledo, Peoria & Western Railway, producing "Big Creek" coal.

This company is equipped to fill all kinds of contracts. Its products are known as "Premium" and "Big Creek" coals.

FENWICK C. ATWILL, Chicago, Illinois,
President and Treasurer of The Atwill-Makemson Coal & Coke Co., McCormick Building, Chicago, Illinois, was formerly with The Marmet Co. and the Richards-Ambler Co., and has been in the coal business nineteen years. He was born June 4, 1878, in Burlington, Vermont, son of the late Rt. Rev. Edward Robert Atwill, first bishop of the Episcopal diocese of West Missouri. Mr. Atwell is a thirty-second degree Mason, and he has a host of warm friends in the coal trade.

JAMES LEROY MAKEMSON, Chicago, Illinois,
Vice President and Secretary of the Atwill-Makemson Coal & Coke Co., McCormick Building, Chicago, Illinois, has been engaged in the coal business for eighteen years. He was formerly with C. K. Pittman, Richards, Ambler & Co. and the New Kentucky Coal Co. He was born December 20, 1880, in Iowa, and has a wide acquaintance in the trade.

FRED C. HONNOLD, Chicago, Illinois,
Secretary-Treasurer and General Manager Chicago & Big Muddy Coal Co. and New Enterprise Coal Co., 2013 Fisher Building, Chicago, Illinois, has been in the coal business for twelve years and holds the following offices: Secretary-Treasurer of the Illinois Coal Operators' Association and of the Southern Illinois Coal Operators' Association; Secretary of the Franklin County Coal Operators' Association; Director of the Illinois Coal Traffic Bureau; Illinois Director of the National Coal Association. He was born in Missouri in 1872. Dr. Honnold is Distributor of the United States Fuel Administration for Illinois, Indiana and Western Kentucky.

OSCAR M. BURNETT, Chicago, Illinois,
General Sales Manager Chicago & Big Muddy Coal Co., 2013 Fisher Building, Chicago, Illinois, has been in the coal business ten years, five of which were passed as traveling salesman for the company. He was born near Marion, Illinois, July 23, 1871.

WILLIAM D. ELMSTROM, Chicago, Illinois,
President of the Wm. D. Elmstrom Coal Co., 1116 East Forty-second St., Chicago, Illinois, has been engaged in the coal business for over twenty years. He was one of the organizers of the Chicago Coal Merchants' Association and of the Chicago Track Coal Dealers' Association, and has served as President and Director of both organizations. He was born in Buffalo, New York, May 15, 1861.

NATHANIEL H. KENDALL, Chicago, Illinois,
Commissioner of the Chicago Coal Merchants' Association, Plymouth Building, Chicago, Illinois, has been connected with the trade for six years. He was born in Chicago September 14, 1877, and was formerly in the railroad business. Mr. Kendall is well posted on traffic matters and under his management the Chicago association has enjoyed a splendid growth.

CLIFFORD H. JENKINS, Chicago, Illinois,
Late Manager The Domhoff & Joyce Co., 348 Railway Exchange Building, Chicago, Illinois, had been in the coal and coke business eighteen years at the time of his death, Jan. 9, 1919. He was born in Cincinnati April 10, 1881. Mr. Jenkins had been uniformly successful and had many friends in the trade.

RAYMOND D. JENKINS, Chicago, Illinois,
With the coke department of the Atwill-Makemson Coal & Coke Co., McCormick Bldg., Chicago, Illinois, was fourteen years with The Domhoff & Joyce Co., located at the Cincinnati office for seven years and later at Cleveland and Chicago as the Assistant Manager. He was born in Cincinnati September 18, 1885.

GUSTAVE GOLSEN, Chicago, Illinois,
President of the Golsen-Doan Coal Co., President of the Merrimac Anthracite Coal Corporation and Vice President and Director of the Boonville Mining Co., has been in the coal industry for over thirty years. He was formerly with the United States Coal Co. as its President and with O'Gara, King & Co. as its Secretary. He was born in Chicago April 7, 1869.

GEORGE H. DOAN, Chicago, Illinois,
Treasurer of the Golsen-Doan Coal Co., Old Colony Building, Chicago, Illinois, has been in the business for twenty-eight years. He was with the Grape Creek Coal & Coke Co. of Chicago from 1887 to 1890 and organized and sunk the Royal Colliery mine at Virden, Illinois. He represented the Chicago, Wilmington & Vermillion Coal Co. in Chicago from 1896 to 1902. Mr. Doan was born at Danville, Illinois, in 1867.

CHESTER A. HARRIS, Evanston, Illinois,
President Modern Coal Co., whose property is located a Sesser, Franklin County, Illinois; Vice President Harris-Dillavou-Dimond Co., who distribute the coal from the Modern Coal Co., the West Frankfort Coal Co. and the Crown Coal Mining Co., was born in Lena, Illinois, August 29, 1879. He started in business in 1904 at Champaign, Illinois, and was succeeded May 10, 1907, by Chester A. Harris & Co., which company was later succeeded by Harris-Dillavou & Co. in March, 1913.

JOHN M. DILLAVOU, Evanston, Illinois,
President Harris-Dillavou-Dimond Co., Old Colony Building, Chicago, who distribute the coal produced by West Frankfort Coal Co., West Frankfort, Franklin County, Illinois, Modern Coal Co., Sesser, Franklin County, Illinois, and Crown Coal Mining Co., Winkle, Perry County, Illinois, and Secretary and Treasurer Modern Coal Co., is likewise interested in the West Frankfort Coal Co., and has been connected with the coal industry twelve years. He was born in DeLand, Illinois, November 22, 1883.

COL. MICHAEL R. KELLY, Chicago, Illinois,
Partner and Manager in the firm of E. L. Hedstrom & Co., Marquette Building, Chicago, Illinois, has been in the business since May 1, 1879, when he started to work for the company he now manages. He was born in St. Johns, Newfoundland. Colonel Kelly is highly respected in trade circles and has served on the Governor's personal staff.

CLARK T. ROBERTS, Chicago, Illinois,
Of the firm of E. L. Hedstrom & Co., 140 South Dearborn Street, Chicago, was born in Buffalo, New York, July 1, 1869, and has been thirty-eight years in the coal trade. He is one of the Roberts brothers, who have an unusually wide circle of friends in the coal trade.

HENRY J. KOEBER, Chicago, Illinois,
President of Henry Holverscheid & Co., Old Colony Building, Chicago, Illinois, is likewise President of the following: Barker Coal Co., Albany Coal Co., Carter Coal Co., Domestic Coal Co. He has been engaged in the coal business for over thirty years, fifteen of which were with the Pennsylvania Coal Co. He has served as President of the Kantishna Club, composed of Chicago coal men, and was a Director for three years. He was born in Chicago, December 30, 1871.

HENRY HOLVERSCHEID, Chicago, Illinois,
Late President of Henry Holverscheid & Co., Chicago, was born in Stratford, Ontario, Canada, August 31, 1856, and died at Hinsdale, Illinois, January 23, 1917. He started in business with Blake, Whitehouse & Co., Chicago, and later was with the Pennsylvania Coal Co., their successor, for twenty-five years. In 1901 he organized his own company and gained a wide reputation as a pioneer in the sale of Kentucky coals in the North. At the time of his death he was also President of a number of Chicago retail coal companies.

THOMAS DAYHOFF HASKETT, Chicago, Illinois, President of the Power Coal Co., 616 Fisher Building, Chicago, Illinois, has been in the business for thirteen years. He is Vice President of the Rowland-Power Coal Co. of Indiana and of the Rowland-Power Consolidated Coal Co. He formerly was connected with the following concerns: H. W. Finch, Chaffin Coal Co., C. G. Blake Co., and Big Creek Colliery Co. He was born at Kokomo, Indiana, May 19, 1884, and enjoys a wide personal acquaintance.

ROSS FREER MARINE, Chicago, Illinois, Secretary of the Power Coal Co., 616 Fisher Building, Chicago, Illinois, has been connected with the coal business for fifteen years. Other firms with whom he has worked are the following: Federal Coal Co., Sedalia Coal Co., O. S. Richardson Coal Co., White Oak Coal Co., Marine & Ward, Rutledge & Taylor. Mr. Marine was born in Vinton, Iowa, November 8, 1878, and is considered an unusually good salesman.

HENRY P. POPE, Chicago, Illinois, Manager and proprietor of the business of George G. Pope & Co., Fisher Building, Chicago, Illinois, has been engaged in the coal business for thirty-three years. He is a Director of the Worth-Huskey Coal Co., Vice President of the Ridge Coal Mining Co., Vice President of the Knox Coal Mining Co., and a Director of the United Fourth Vein Coal Co. Mr. Pope has filled the office of President of the Chicago Coal Trade Golf Association and is Vice President of the National Coal Trade Golf Association. He was born in New Bedford, Massachusetts, October 7, 1864. He was formerly a stockholder in the Big Muddy Fuel Co. and is now interested in the Franklin Coal Co. and the S. W. Little Coal Co.

GEORGE G. POPE, Chicago, Illinois, Was born in New Bedford, Massachusetts, in 1825, and died in Chicago September 21, 1906. He was one of the California pioneers, going to California via the Isthmus of Panama in 1850 and remaining there until 1856, and was Secretary of the Chicago Society of California Pioneers for many years, holding that office until the time of his death. He first entered the coal trade in 1876, in the employ of E. L. Hedstrom & Co., and organized the firm of Geo. G. Pope & Co. in 1878, continuing same until his death.

PIERRE CHARLES RICHARDS, Chicago, Illinois,
President and Treasurer of the coal firm of Richards, Evans & Co., 417 S. Dearborn street, Chicago, Illinois, has been in the business since 1887, formerly with The Marmet Co., as Manager. He was born at Bedford, Indiana, January 15, 1861. Mr. Richards is unusually well-posted on coke and highly respected in the trade.

JOHN HENRY EVANS, Chicago, Illinois,
Vice President and Secretary Richards, Evans & Co., 417 South Dearborn St., Chicago, Illinois, was formerly connected with the Chicago office of the Marmet Co. and has been in the coal business for seventeen years. He was born at Newtown, North Wales, July 11, 1882, and is well acquainted with the Chicago trade.

WILLIAM P. WORTH, Chicago, Illinois,
President of the Worth-Huskey Coal Co., Old Colony Building, Chicago, Illinois, has been twenty years in the business. He is also President of the Franklin Coal Co. and of the Knox Coal Mining Co. and Treasurer and General Manager of the Ridge Coal Mining Co. Formerly he was President of the Garden City Fuel Co. and Secretary and Treasurer of the Lill-Robinson Coal Co. He has been Vice President of the Chicago Track Coal Dealers' Association and of the Sunset Club. He was born in Channahon, Illinois, January 7, 1870.

HARLEY A. HUSKEY, Chicago, Illinois,
Treasurer and General Manager of the Worth-Huskey Coal Co., Old Colony Building, Chicago, Illinois, has been connected with the coal trade for twenty-two years, formerly with the F. G. Hartwell Co., Austin Coal Co., and Bedford Coal Co. He is Treasurer and Manager of the Knox Coal Mining Co. and Treasurer of the Franklin Coal Co. Mr. Huskey has served as President of the Chicago Coal Trade Golf Association. He was born at Carlinville, Illinois, September 22, 1879.

R. FLOYD CLINCH, Chicago, Illinois,
Member of the coal firm of Crerar, Clinch & Co., Chicago, Illinois, having interests also in the Equitable Coal & Coke Co., the Searls Coal Co., and the Duncan Coal Co., has been connected with the coal business twenty-nine years. He was born at Savannah, Georgia, July 19, 1865. Mr. Clinch also has large real estate interests in Chicago and is one of its substantial citizens.

JOHN CRERAR, Chicago, Illinois,
Senior member of the coal firm of Crerar, Clinch & Co., 645 Rookery Building, Chicago, has been in the coal business twenty-nine years. Mr. Crerar was born January 7, 1857, in Pictou, Nova Scotia, Canada, a seaport noted as a shipping point for coal mines adjacent to it, and it seemed befitting that he should locate in Chicago, one of the greatest coal markets of the world, and should become well-known in the coal industry. He has other extensive business interests, and is rated high in the business life of Chicago and the coal industry of the country.

EDWIN CARY SEARLS, Chicago, Illinois,
General Manager Crerar, Clinch & Co., St. Louis, Missouri, and Chicago, Illinois, was born December 10, 1866, in Buffalo, New York, and has been in the coal business for the past eighteen years. Mr. Searls is well known and has many warm friends in coal trade circles. He is also interested in the Searls Coal Co., Majestic Coal & Coke Co., and is President of the Illinois Coal Operators Association.

CHARLES B. EBBERT, Chicago, Illinois,
General Sales Manager for the White Oak Coal Co., 122 South Michigan Ave., Chicago, Illinois, has been connected with the coal business for over twenty years. He started with the Chesapeake & Ohio Railroad in 1899 as Traveling Coal Freight Agent and soon became associated with F. L. Garrison in selling by-product coke from the ovens at Hamilton, Ohio. In 1900 he became Sales Manager in Chicago for the Chicago-Virden Coal Co. and in 1902 organized the Ogden Coal & Coke Co. Later he was with the Drexel Coal Co. and the Black Band Coal Co. He has been with the White Oak Coal Co. since 1908. He was born at Columbus. Kentucky, January 4, 1871.

HARRY C. ADAMS, Chicago, Illinois,
President The Jones & Adams Coal Co., 1103 Steger Building, Chicago, was born in Indianapolis, Indiana, and has been interested both in mining and selling coal thirty years. His former connections were A. T. Thatcher & Co. and The Turney & Jones Co. He has been President of the Central Illinois Coal Operators' Association, and has been prominent in the councils of the operators.

EUGENE AMBLER, Chicago, Illinois,
Senior member of the firm of Eugene Ambler & Co., 343 South Dearborn Street, Chicago, Illinois, was born at Milwaukee, Wisconsin, May 23, 1875, and has been engaged in the coal business for over twenty years. He formerly was associated with the Richards, Ambler & Co. He served as Imperial Modoc, Order KoKoal, and is one of the most popular of Chicago coalmen.

EDWARD THACHER BENT, Chicago, Illinois,
President Oglesby Coal Co., Oglesby, since the death of his father, Thacher T. Bent, in 1908, has been active in the coal industry thirty-eight years. He was Secretary of the first Interstate Joint Conference held at Columbus, Ohio, in 1886; for many years was Secretary-Treasurer of the Illinois Coal Operators' Association and was its President in 1916-17. He represented the Illinois coal operators on the Liability Commission. Recently he was Assistant to the President of the Spring Valley Coal Co., Spring Valley, Illinois. He was born in Kenosha, Wisconsin, January 20, 1863.

WALTER SCOTT BOGLE, Chicago, Illinois,
President of W. S. Bogle & Co., Inc., 343 South Dearborn Street, Chicago, Illinois, is one of the largest Indiana operators. He is also interested in the Pittsburgh-Belmont Co. and No. 8 Coal Co. of Ohio. He completed fifty years' association with the coal business July 6, 1918, and formerly was with the following: D. Bogle, D. Bogle & Sons, King & Bogle, Delaware & Hudson Canal Co. and Crescent Coal & Mining Co. He was born at Dover, New Hampshire, April 3, 1852. Mr. Bogle is highly respected and considered the dean of the Chicago coal trade.

ROBERT C. CANTELOU, Chicago, Illniois,
Western Manager for The Houston Coal Co., 700 Old Colony Building, Chicago, Illinois, has been twenty-six years in the coal business and formerly was connected with MacFarlane & Co., Louisville, Kentucky, Castner, Curran & Bullitt, Consolidation Coal Co. and The C. G. Blake Co. He was born in Lowndes County, Alabama, July 4, 1866. Mr. Cantelou is very popular in the trade and considered an unusually good salesman.

RODERICK W. CLASSEN, Chicago, Illinois,
Advertising Manager with the Taylor Coal Co., 1215 Old Colony Building, Chicago, Illinois, was with Roberts & Schaefer Co. for six years and for the same period with The Retail Coalman as Service and Advertising Manager. He was born in Chicago May 10, 1888, and has a wide acquaintance in the coal trade.

THOMAS HENRY COCHRAN, Chicago, Illinois,
President Ender Coal Co., Fisher Building, Chicago, Illinois, has been engaged in the coal business seventeen years. He was with O'Gara, King & Co. from 1900 to 1904. He was born in Centerville, Iowa, May 15, 1878.

FRED H. HARWOOD, Chicago, Illinois,
President of the New Kentucky Coal Co. and Traffic Manager Illinois Coal Traffic Bureau, Fisher Building, Chicago, Illinois, was born in Chicago January 15, 1863. He was for twenty-two years with the Illinois Central Railroad, being Coal Traffic Manager from 1904 to 1909. He has been in the coal business for eight years and has many friends in the trade.

JAMES A. GALLIGAN, Chicago, Illinois,
Sales Agent Pickands, Brown & Co., McCormick Building, Chicago, has been in the business eleven years. He was born in Milwaukee, Wisconsin, September 28, 1875. Mr. Galligan was formerly Assistant General Purchasing Agent for the Allis-Chalmers Co. In his present connection he has had an active part in the sales direction of introducing Solvay Coke. "The fuel without a fault," and has seen it grow in the West from infancy to a substantial tonnage in both metallurgical and domestic channels. Mr. Galligan is District Coke Representative in the Middle West for the United States Fuel Administration.

WILLIAM CHESTER HILL, Chicago, Illinois,
Vice President and General Sales Agent of the Thos. N. Mordue Coal Co., Peoples Gas Building, Chicago, Illinois, has been identified with the coal industry for twenty-six years. He was formerly with the Chicago & Carterville Coal Co. and the Consolidated Coal Co. of St. Louis, Missouri, and has filled the office of President of the Chicago Coal Exchange, President Chicago Coal Trade Golf Association and Treasurer of the Chicago Automobile Club. He was born at Chester, Illinois, December 5, 1868.

CHARLES W. JACKSON, Chicago, Illinois,
Has been in the coal business thirty years, during which time he has been with C. K. Pittman, Davis Coal & Coke Co., Rogers, Brown & Co., and the F. G. Hartwell Co. He has served as Chairman of the Arbitration Board of the Chicago Coal Merchants' Association and the Teamsters' Union. He was born in Albia, Iowa, September 2, 1868.

HOMER D. JONES, Chicago, Illinois,
President and Treasurer of the Western Fuel Co., Adams and Rockwell Sts., Chicago, Illinois, has been in the coal business twenty-five years. He is a Director of the Chicago Coal Merchants' Association, Chairman of its Cost and System Committee, and a member of the Retail Advisory Committee of the Cook County Fuel Administration. He was born in Columbus, Ohio, December 24, 1879. Mr. Jones is considered an authority on the cost of retailing coal.

CHARLES EDWIN KARSTROM, Chicago, Illinois,
Vice President and Manager of Sales for the Big Creek Colliery Co., Peoples Gas Building, Chicago, Illinois, has been in the coal business for thirteen years. He was born in Chicago January 29, 1888.

J. L. KEIFLEIN, Chicago, Illinois,
Secretary-Treasurer of the New Kentucky Coal Co., 1709 Fisher Building, Chicago, Illinois, was formerly with the Consolidated Coal Co. of St. Louis and has been in the business twenty-three years. He is Secretary of the Williamson County Coal Operators' Association. He was born at East St. Louis, May 17, 1879.

MITCHELL & DILLON COAL CO.,
Chicago, Illinois,

One of the oldest and widely-known of Chicago coal firms, was founded in 1875 in Burlington, Iowa, but removed soon after to Chicago. They were the first, about 1889, to make their headquarters in the Bedford Building, which afterward became the home of many of the Chicago coal trade.

A. Mitchell, the founder, died October 13, 1913, and W. J. Dillon, who had started as an office boy in the firm, became, and still is, President of the company. A. Mitchell, a son of the founder, is now Secretary-Treasurer.

The firm, in specializing in certain grades of bituminous coal and anthracite, has gained a wide reputation not only at the mines but in the West and Northwest.

WILLIAM P. McMILLAN, Chicago, Illinois,
President Franklin Star Coal Mining Co., Chicago, was born in Canada August 31, 1875, and has been in the operating and selling ends of the coal business eighteen years. He is also interested in coal operations in Perry, Jefferson and Franklin counties, Illinois. Mr. McMillan was formerly with Guy G. Gibson & Co., and MacBridge, Simpson, McMillan & Co., and organized, developed and operated the Ziegler District Colliery Co., the first mine in Christopher, Illinois. He was Vice President and General Manager until he became associated with the late Fred A. Busse, after whose death he became associated with a bond house until he organized his present company.

H. S. MIKESELL, Chicago, Illinois,
President and Treasurer Mikesell Bros. Co., 178 North LaSalle Street, and Vice President and a Director Textile Converting Co., Chicago, was born in Everett, Pennsylvania, August 16, 1871, and has been in the coal business fifteen years. He was formerly connected with the Choctaw, Oklahoma & Gulf Railroad, Lehigh Coal & Navigation Co., Consolidated Indiana Coal Co., Coal Valley Mining Co., and Rock Island Mining Co., and has a wide and varied experience in coal matters.

ANDREW T. MURPHY, Chicago, Illinois,
President and Publisher of The Black Diamond, the well-known weekly trade journal, published at Manhattan Building, Chicago, Illinois, was born in Quincy, Illinois, November 21, 1878. The Black Diamond is the second oldest coal trade publication and under Mr. Murphy's management has shown steady progress.

JOHN PYNCHON, Chicago, Illinois,
Western Sales Agent for the Crozer-Pocahontas Co., 1105 Fisher Building, Chicago, Illinois, has been connected with the coal business for thirty-nine years. He has been with the following concerns: Pennsylvania Coal Co. of Pennsylvania, Star Coal Co. of Illinois, John Pynchon of Milwaukee and Chicago, Kanawha & New River Coal & Coke Co. and the F. G. Hartwell Co., Chicago. He was born at Springfield, Massachusetts, June 11, 1856, and is one of Chicago's best known coalmen.

RIDGELY REA, Chicago, Illinois,
Chicago Manager for The Deep Vein Coal Co., 343 S. Dearborn St., has been in the coal business for twenty-six years, formerly with the following concerns: Consolidated Coal Co., St. Louis, Missouri, North Western Fuel Co. and Hunter W. Finch. He was born at Springfield, Illinois, February 17, 1867, and is well-known in the Chicago trade.

GEORGE W. REED, Chicago, Illinois,
Vice President Peabody Coal Co., Chicago, Illinois, has been in the coal business fifteen years. He was formerly with O'Gara, King & Co. and President Lincoln-Springfield Coal Co. Mr. Reed was Secretary of the Committee on Coal Production, Council of National Defense. He has been the representative of the Illinois Coal Operators' Association and the Indiana Bituminous Coal Operators' Association in a number of cases before the Interstate Commerce Commissoin. He was born in Dubuque, Iowa, September 3, 1878.

MARK A. ROLFE, Chicago, Illinois,
President of the Black Gem Coal & Coke Co., Old Colony Building, Chicago, Illinois, was born April 9, 1869, at Rome, New York. Mr. Rolfe is well known in the Chicago coal trade and has been successful in handling both steam and domestic coal.

LEON ROMANSKI, Chicago, Illinois,
President and Manager of the Atlas Coal & Coke Co., Old Colony Building, Chicago, has been connected with the business for over twenty years. He was born November 24, 1876. Formerly he was with the Eureka Coal & Dock Co., the Lincoln-Springfield Coal Co., the O'Gara Coal Co. and the Luhnow Coal Co. Mr. Romanski was one of the founders of the Order KoKoal, the Chicago Coal & Coke Exchange and the National Coal Jobbers' Association.

FRED W. UPHAM, Chicago, Illinois,
President of the Consumers Co., Conway Building, Chicago, Illinois, has been thirteen years in the coal business. He is also interested in the Peabody Coal Co. He was born in Racine, Wisconsin, January 29, 1861. Mr. Upham is one of Chicago's prominent citizens, has served on the Board of Review, and held many important civic positions.

CARL SCHOLZ, Chicago, Illinois,
General Manager Valier Coal Co. and Consulting Mining Engineer Chicago, Rock Island & Pacific Railway Co., was formerly President of the Rock Island Coal Mining Co. and Coal Valley Mining Co. He has been connected with the coal business twenty-six years. Mr. Scholz served three years as President of the American Mining Congress, has been on various committees of the American Institute of Mining Engineers, and is a member of the Western Society of Engineers. He went to Europe in 1910 to investigate mining conditions for the United States Bureau of Mines. He was born in Germany, at Slawentzitz, July 2, 1872.

STEWART K. SMITH, Chicago, Illinois,
Receiver Consolidated Indiana Coal Co., Fisher Building, Chicago, has been connected with the business twenty years. The following positions were formerly held by Mr. Smith: Chief Engineer, Northern Pacific Coal Co., Roslyn, Washington; General Superintendent, Utah Fuel Co., Salt Lake City, Utah; General Superintendent, Dering Coal Co., Chicago, Illinois; General Manager, Vinton Colliery Co., Vintondale, Pa. His experience as a mining engineer and superintendent has practically covered the states of Washington, Montana, Utah, Colorado, Illinois, Indiana, Oklahoma and Pennsylvania. Mr. Smith is the inventor of the tilting type of box car loader. He was born in Somerset, Michigan.

DE LOS HULL, Oak Park, Illinois,
Former retail coal merchant, was born near De Ruyter, New York, April 12, 1842. He entered the coal business in 1893 and sold out to the Consumers Co. of Chicago in 1913. For many years he was active in retail coal association affairs, serving as President of the Illinois and Wisconsin Retail Coal Dealers' Association and of the National Council of Retail Coal Merchants, as well as being instrumental in organizing many state and local retail coal associations. He now makes his home at Canon City, Colorado.

OGLESBY COAL CO., Oglesby, Illinois.
This company, with both office and mine at Oglesby, LaSalle County, Illinois, was organized in 1867 by Thacher T. Bent, and is one of the oldest and best known companies in Illinois. During its existence of over half a century it has been owned and operated by the Bent family.

The mine is located on the Illinois Central Railway, Chicago, Milwaukee & St. Paul Railway and the Chicago, Burlington & Quincy Railway. The coal is the Third vein, thin seam, Illinois, of a high grade quality for steam and domestic purposes, the mine being especially equipped to prepare most of its product of 225,000 tons annually for domestic use.

The personnel of the company at present is as follows:

President—Edward T. Bent of Chicago.

Secretary and Treasurer—Henry A. Bent of Oglesby.

Superintendent—J. Raymond Bent of Oglesby.

President Bent has been actively engaged in the coal industry for thirty-nine years. His knowledge was relied upon to a great degree by the Illinois Coal Operators' Association since its formation in 1898, and in all joint conferences of operators and miners he took a most active part.

Secretary and Superintendent Bent are both practical coal operators, with a thorough knowledge of conditions that govern the conditions of thin seam mining in the northern part of Illinois.

The Bent family, coming originally from the western part of Massachusetts, has been so long associated with the coal mining industry of Illinois that no movement for the betterment of the operating end of the trade can be touched upon without some reference to this respected family.

W. D. OBCAMP, Lincoln, Illinois,
President and General Manager of the Citizens Coal Mining Co. at Lincoln, has been connected with the coal business twenty-four years. He is a member of the Executive Board of the Illinois Coal Operators' Association. He was born in Lincoln, November 8, 1868.

E. C. OBCAMP, Lincoln, Illinois,
Vice President and Secretary of the Citizens Coal Mining Co. at Lincoln, has been in the coal industry twenty-eight years and is a member of the Illinois Coal Operators' Association. He was born December 13, 1871, in Lincoln.

E. H. BUCKLEY, Springfield, Illinois,
President and General Manager of the Athens-Dawson Coal Co., Springfield, has been in the business sixteen years, formerly with the Sangamon Coal Co. He was born in Springfield August 10, 1884. Mr. Buckley is also interested in the Chicago-Williamsville Coal Co.

CHARLES C. SWIFT, LaSalle, Illinois,
General Manager of the LaSalle County Carbon Coal Co. at LaSalle, Illinois, has been connected with the company for eleven years. Formerly he was with the Chicago, Wilmington & Vermillion Co. He was born at Streator, Illinois, June 14, 1877, and has taken an active interest in the affairs of the Illinois Coal Operators' Association. His predecessors were Franklin O. Wyatt and Howard S. Hazen.

BENJ. H. ARMSTRONG, Lincoln, Illinois,
General Manager of the Lincoln Mining Co., Lincoln, Illinois. He has been connected with the business for twenty-three years, formerly with The Decatur Coal Co. at Niantic, Illinois. He was born September 28, 1873, at Macon, Illinois. Mr. Armstrong has been interested in the work of the Illinois Coal Operators' Association for many years.

ROBERT FORSYTH, Marissa, Illinois,
Vice President and General Manager of The Carterville & Herrin Coal Co. and President of the Dozo Valley Coal Co., has been in the business for twenty-three years. He was formerly with the Borders Coal Co. and the Forsyth Coal Co. until July, 1916, when he obtained the controlling interest in the Carterville & Herrin Coal Co. He has been a Director of the Illinois Coal Operators' Association and of the Fifth and Ninth District Association. He was born in Scotland June 10, 1864.

GEORGE V. PENWELL, Pana, Illinois,
President of the Penwell Coal Mining Co. at Pana, Illinois, has been identified with the coal industry since 1888 and is a member of the Illinois Coal Operators' Association. He was born in LaPorte, Indiana, February 6, 1846, and is one of the well-known coal operators of Illinois.

JOHN H. BONTJES, Peoria, Illinois,
President of The B. & B. Coal Co. and well-known coal operator of Peoria, Illinois, was born February 15, 1871, at Petersburg, Illinois, and has been in the coal business for the past sixteen years. Mr. Bontjes is also President of the Citizens Coal Mining Co. of Springfield, Illinois, and an active member of the Illinois Coal Operators' Association.

MAURICE E. CASE, Peoria, Illinois,
Secretary-Treasurer and General Manager of the Crescent Coal Co., Jefferson Building, Peoria, Illinois, has been connected with the business for nine years. He has taken an active interest in the work of the Illinois Coal Operators' Association. He was born at Peoria September 29, 1872.

JAMES B. DOOLEY, Peoria, Illinois,
President of Dooley Bros., Peoria, Illinois, has been in the coal business twenty-nine years. He began his career in the industry at the age of nine as trapper in Canadian mines. He was formerly with the Eastern Coal Co., and has served as President of the Peoria Coal Club and of the Illinois and Wisconsin Retail Coal Dealers' Association. He was born in Nova Scotia June 21, 1856.

ARCHIBALD T. McMASTER, Peoria, Illinois,
President of the McMaster Coal Sales Co., Lehmann Building, Peoria, Illinois, has been in the coal business for twenty-six years, formerly with Miles & Co., Newell Coal Co. and Clark Coal & Coke Co. He has held the office of Secretary of the Peoria Retail Coal Bureau and Vice President of the Illinois and Wisconsin Retail Coal Dealers' Association. He was born at Girard, Illinois, August 21, 1874. Mr. McMaster has served as President of the Central Illinois Republican Club and has been active in politics. He is a Knight Templar, Mason and Shriner.

THOMAS NEWSAM, Peoria, Illinois,
General Manager for Newsam Bros., coal operators, has been in the business for thirty-one years. He was born in Lancashire, England, September 3, 1854. Mr. Newsam is one of the well known and highly respected coal operators in his district.

WILLIAM W. NICOL, Peoria, Illinois,
Secretary and Treasurer of the Peoria Fuel Co., has been in the coal business for twenty-eight years. He is President of the Peoria Coal Club and is active in the Illinois and Wisconsin Retail Coal Dealers' Association. He was born at Peoria February 22, 1865.

RICHARD OWEN SHARON, Peoria, Illinois,
President and Manager of the Sharon Coal Co. at Peoria, Illinois, has been in the coal business for eighteen years. He formerly was connected with the East Cuba Coal Mining Co., P. W. Meehan and the Jones & Adams Coal Co. He was born at Sciota, Illinois, September 24, 1871. Mr. Sharon is an old railroad man and since entering the coal business has been successful and has a host of friends in the trade.

EDWIN HOLTON KEELER, Rockford, Illinois,
Secretary-Treasurer of the Rockford Lumber & Fuel Co., Rockford, Illinois, has been connected with the coal business thirty-five years. He is also Treasurer of the Taylor Coal Co., Chicago, and Vice President of the Keeler Lumber & Fuel Co., Beloit, Wisconsin. He was born in Janesville, Wisconsin, August 13, 1863. Mr. Keeler is one of the most successful and highly respected retail coal merchants in the west and has always been active in every movement for the betterment of the trade.

ILLINOIS—Chicago

CHARLES W. ALABECK, 2042 Howe St., Chicago, Illinois, is City Sales Manager for the Thomson Coal Co., with which he has been connected for the past eight years. He has been in the coal business for twenty-three years and formerly was with Coxe Bros. Coal Co. and the Crescent Coal Mining Co. He was born at Dubuque, Iowa, in 1880.

ANDREWS ALLEN is President of the Allen & Garcia Co., 955 McCormick Building, Chicago, Illinois. He has been identified with engineering work in connection with the coal mining industry since 1900. He was born at Madison, Wisconsin, January 11, 1870.

FRANK ARLT, 2658 West Twenty-first St., Chicago, Illinois, is Manager of the Carter Coal Co. and is also interested in the Warren Park Coal Co. He was formerly with the Albany Coal Co. and has been in the business for eight years. He was born in Chicago in 1889.

SAMUEL I. BABCOCK is President of the Babcock Coal Co., McCormick Building, Chicago, Illinois. He was formerly with W. P. Rend & Co. as salesman and has been in the business for eight years. He was born at Lowell, Indiana, in 1880.

JAMES B. BEARDSLEE, Fisher Building, Chicago, Illinois, is Assistant Western Manager for the Consolidation Coal Co. and has been in the coal business for nineteen years, formerly with the North Western Fuel Co. He was born at St. Paul, Minnesota, December 19, 1880. Mr. Beardslee is at present Assistant Distributor for the United States Fuel Administration at Washington, D. C.

CHARLES A. BELKE, Fisher Building, Chicago, Illinois, has been engaged in the coal business for sixteen years. Formerly he was Treasurer of the Federal Coal Co. and Assistant Sales Manager for the Hart-Williams Coal Co. He was born in Chicago in 1874.

ALBERT L. BERRY, 234 South LaSalle Street, Chicago, Illinois, is the head of the firm of A. L. Berry & Co. and has been engaged in the coal business for thirty-four years. He was born at Norwalk, Ohio, but says he is too old now to remember the date of his birth. Mr. Berry established the Berry Coal & Coke Co. in St. Louis, Missouri, which has become the Berry-Bergs Coal & Coke Co.

J. EDWARD BISHOP is President of the Bishop-Hamlin Coal Co. at Sixty-first and State Streets, Chicago, Illinois. He formerly was connected with the New Kentucky Coal Co. as Manager and has been in the business for thirteen years. He was born at Joliet, Illinois, December 4, 1874.

WILLIAM BLAIR, General Sales Agent for Henry Holverscheid & Co., Old Colony Building, Chicago, Illinois, has been in the coal business for twenty-one years. He formerly was traveling salesman for the W. L. Scott Co. and Western Agent for the Susquehanna Coal Co. He was born at Gratis, Ohio, in 1854.

EDWARD J. BOBBER, is President of the Robey Coal Co., 5012 South Paulina Street, Chicago, Illinois, and has been in the retail coal business for seven years. He was born in Chicago, June 5, 1896.

WILLIAM CLEAVELAND BODMAN, Peoples Gas Building, Chicago, Illinois, is Salesman for the F. G. Hartwell Co. in northern Illinois and southern Wisconsin. He has been connected with the coal business for twenty years. He was born in Milwaukee in 1858.

F. ALFRED BRAHM is Secretary and Treasurer of the Platt & Brahm Coal Co., Old Colony Building, Chicago, Illinois. He has been in the coal business for twenty-eight years, formerly with Coxe Bros. & Co. and The Lehigh Valley Coal Co. in Chicago. He was born at Sheboygan, Wisconsin, July 14, 1874.

W. A. BREWERTON is President of the Sangamon County Mining Co., 140 South Dearborn St., Chicago, Illinois. He has been in the coal business for twenty years, formerly with the O'Gara Coal Co. He was chairman of a reorganization committee of the O'Gara Coal Co. Mr. Brewerton was born in Chicago May 23, 1883.

LEONARD GEORGE BRUDER was Manager for B. Nicoll & Co., Old Colony Building, Chicago, Illinois, for several years, and has been connected with the coal business for twenty-five years. Formerly he was with the following: Peabody Coal Co., Brazil Coal Co., Bryan & Eberhart Coal Co. and Davis Coal & Coke Co. He was born at Granville, Illinois, February 3, 1873, and is a specialist on the sale of smithing coal.

ALBERT J. BUNGE is President of Bunge Bros. Coal Co., Lake and Paulina Streets, Chicago, Illinois. He has been in the business for thirty-six years and has served several terms as Secretary and Treasurer of the Chicago Coal Merchants Association. He was born January 17, 1867, in Chicago, and is regarded as one of Chicago's substantial retail coal merchants.

JOSEPH BUSH is General Manager of The Robey Coal Co., 5812 South Robey Street, Chicago, Illinois, and has been in the coal business sixteen years, formerly with the Peabody Coal Co. and the W. P. Rend Coal Co. He was born in Italy, June 26, 1884.

CHARLES R. CAMPBELL is Vice President of The Consumers Co., Conway Building, Chicago, Illinois, and has been in the coal business twenty-one years. He was born in Iowa April 12, 1869.

ROBERT H. CLARK, 35 South Dearborn St., Chicago, Illinois, is President of the Clark Coal Co. and has been in the business for twenty-six years, formerly with David Rutter & Co., Inc, as Secretary. He was born at Canajoharie, New York, January 1, 1866.

WILLIAM HUNT COMSTOCK, President and Treasurer of the Cross Creek Coal Co., 6 North Clark Street, Chicago, Illinois, has been in the business for over thirty years. He was formerly a member of the firm of France & Co. and of Comstock Bros. He was for thirteen years Manager of the city sales department for Coxe Bros. & Co. Mr. Comstock was born in Cincinnati, Ohio, January 29, 1854.

JAMES P. CONNERY is Secretary-Manager of the Miami Coal Co., 1804 McCormick Building, Chicago, Illinois. He formerly was connected with The Silver Creek & Morris Coal Co. and with the Philadelphia & Reading Coal & Iron Co. and has been in the coal business thirty-one years. He was born in Chicago May 17, 1865.

JOHN T. CONNERY, President of the Miami Coal Co., 1804 McCormick Building, Chicago, Illinois, has been engaged in the coal business for forty odd years. He was formerly Secretary of the Silver Creek & Morris Coal Co. and of the Youghiogheny & Lehigh Coal Co., and connected with E. L. Hedstrom & Co. and The Pittsburgh Coal Co. He was born in Bristol, Rhode Island, January 10, 1861. He is interested in The Ohio Fuel Co. and The Barney Coal Co. of Birmingham, Alabama.

JOHN H. COULTER is Treasurer of The Martin-Howe Coal Co., McCormick Building, Chicago, Illinois, and Secretary of The Tecumseh Coal & Mining Co. He has been engaged in the coal business for eighteen years. He formerly was connected with the firm of George G. Pope & Co. He was born at Cleveland, Ohio, in 1877.

RAYMOND E. DANIELS is President and Treasurer of Edwin F. Daniels & Co., 120 Jackson Boulevard, Chicago, Illinois. He has been connected with the coal business for seven years, prior to which time he practiced law. He was born in Chicago, August 26, 1883.

GEORGE A. DAVIDSON owns the business of G. A. Davidson & Co., 353 North Elizabeth St., Chicago, Illinois. He has been in the coal business for thirty-eight years, with Wm. E. Johnson & Co. for fourteen, when he became a member of the firm of D. H. Preston & Co., and since the retirement of Mr. Preston July 1, 1905, has carried on the business under his own name. He was born in Chicago, January 27, 1864.

WHITFIELD G. DAVIS is President of The W. G. Davis Coal Co., 307 Parkside Ave., Chicago, Illinois, and formerly was with The Traill Coal Co. He has been in the coal business for eleven years. He was born at Shabbona, Illinois, in 1875.

LYE HARPER DAYHOFF, Maywood, Illinois, is Vice President of the Jones & Adams Coal Co., 1103 Steger Building, Chicago, and has been in the business fifteen years. He was born in Chicago August 22, 1885.

W. T. DELIHANT, 5820 Race Ave., Chicago, Illinois, is Sales Manager for Edwin F. Daniels & Co. and has been in the coal business for thirty-eight years. Formerly he was connected with W. P. Rend & Co., New Kentucky Coal Co., Peabody Coal Co., Chicago Washed Coal Co., F. G. Hartwell Co., Reynolds Coal Co., and F. A. Busse Coal Co. He has been President of the Standard Washed Coal Co. and the Commercial Coal & Coke Co. He was born at Florissant, Missouri, in 1860.

WILLIAM J. DILLON is President of the Mitchell & Dillon Coal Co., 203 South Dearborn St., Chicago, Illinois. He has been in the coal business for twenty-nine years with the same company. He was born at Oshawa, Canada, September 18, 1874, and commands the respect of all who know him.

CHARLES H. DREISKE, 814 North Sawyer Ave., Chicago, Illinois, is a retail coal merchant who has been in the business for twenty-two years. He has been connected with the following concerns: W. D. Dreiske & Co., L. F. Dreiske & Co., William Dreiske & Co. He was born in Chicago, October 6, 1877. Mr. Dreiske has served several terms as a Director of the Chicago Coal Merchants' Association and on various committees of that organization. He has also been President, Secretary and Treasurer of the Sunset Coal Club, composed of west side coal merchants in Chicago.

WILLIAM D. DREISKE, 3036 Chicago Ave., Chicago, Illinois, formerly with Wm. D. Dreiske & Co., retail coal merchants, was born September 18, 1881, and has been in the coal business for ten years.

ALBERT FRANK DRULEY, Vice President of the Druley & O'Brien Co., 4619 Park Ave., Chicago, Illinois, has been in the retail coal business for thirteen years. He formerly was connected with the J. E. Decker Coal Co., Delos Hull & Co. and the Consumers Co. He was born in Joliet, Illinois, November 13, 1887.

PAUL DRZYMALSKI, President of the Polonia Coal Co., 1360 West North Ave., Chicago, Illinois, has been engaged in the retail coal business twenty years. He has served as a Director of the Chicago Coal Merchants' Association. Mr. Drzymalski was born in Poland December 16, 1877.

CHARLES ALLEN EASTMAN, Vice President of the Eastman-Barber Co., Chicago, Illinois, has been in the coal business thirty-six years and is interested in several retail yards in Chicago. He formerly was connected with the following concerns: Southern Ohio Coal & Iron Co., S. J. Patterson Co., Coxe Bros. & Co., Zeller, McClellan & Co., W. L. Scott Co., Susquehanna Coal Co., and the Eldridge Coal Co. He was born in San Francisco, California, in 1863. Mr. Eastman now holds a commission as Major in the Quartermaster's Corps. Major Eastman has taken part in many important actions before the Interstate Commerce Commission.

CLAUDE N. EASTMAN is President of the Eastman Coal Co., 260 West Sixty-ninth St., Chicago, Illinois, and has been in the retail business for sixteen years. He was born at Plattsville, Wisconsin, December 15, 1879.

ANDREW ELLISON, President of the Ellison Warehouse & Van Co., 3047 Sheffield Ave., Chicago, Illinois, has been in the retail coal business twenty-nine years. He was born in Sweden April 23, 1854.

LAWRENCE W. FERGUSON, President of the Ferguson Coal Co., 1123-1129 Ardmore Ave., Chicago, Illinois, was formerly Western Manager for the Davis Colliery Co. and has been in the coal business for nineteen years. He was born March 22, 1876, at Leroy, Illinois.

AUGUST W. FLECK, 1432 Wells St., Chicago, Illinois, has been in the retail coal business for over thirty years. He formerly was a member of the firm of J. Fleck & Son. He was born in Chicago, in 1858.

WILLIAM J. FRECKLETON, 1356 West Forty-seventh St., Chicago, Illinois, has been in the retail coal business for twenty-eight years. He was born in the north of Ireland.

ALFRED FRERK AND OTTO FRERK are partners in the business of Henry Frerk Sons, 3135 Belmont Ave., Chicago, Illinois. They have been connected with the retail trade for twenty-six years. Both were born in Chicago, the former September 17, 1874, and the latter January 19, 1877.

ROBERT L. GREEN, salesman for Henry Holverscheid & Co., Old Colony Building, Chicago, Illinois, has been connected with the coal business for about twenty-five years. He was formerly with the Brazil Block Coal Co., Sunday Creek Coal Co., and Paint Creek Collieries Co. He was born at Shelbyville, Indiana, September 6, 1857.

EUGENE E. GRUMBINE, 4445 Greenview Ave., Chicago, Illinois, is a salesman for the Interstate Coal & Dock Co. and is also interested in a retail coal yard. He has been with Coxe Bros. & Co. and the Susquehanna Coal Co., and has been in the business as a salesman for sixteen years. He was born at Ohio, Illinois, April 12, 1874.

HARRY MILLARD HALL is Vice President of the Fort Dearborn Coal Co., 343 South Dearborn St., Chicago, Illinois. He formerly was for six years with the Chesapeake & Ohio Railroad as Coal Freight Agent. He has been Secretary of the Kantishna Club of Chicago and a Director of the Chicago Coal Trade Golf Association. He was born at Marshalltown, Iowa, September 16, 1883, and is one of the most popular of the younger coalmen.

HUBERT P. HARMON, President and Treasurer of David Rutter & Co., 417 South Dearborn St., Chicago, Illinois, has been engaged in the coal business for about twenty-five years. He was born in Chicago January 21, 1873, attended the Chicago Manual Training School and the University of Michigan, and started with the above firm as office boy, having been identified with them continuously to the present time.

FRED G. HARTWELL, President F. G. Hartwell Co., Chicago, Illinois, and also President of the Berwind Fuel Co., has been identified with the coal business forty-one years. He was born in Amsterdam, New York, August 1, 1861. Mr. Hartwell is considered one of the leaders in the western coal trade.

MORRIS W. HARTWELL, 5222 Dorchester Ave., Chicago, Illinois, is Vice President of the F. G. Hartwell Co., and has been actively connected with the coal business for over twenty-five years. He was born at Joliet, Illinois, August 23, 1865.

CHARLES H. HASSMANN, Secretary of the Worth-Huskey Coal Co., 2624 North Sawyer Avenue, Chicago, Illinois, has been in the coal business sixteen years. He was formerly with the Martin-Howe Coal Co. and is interested in the Ridge Coal Mining Co. He was born in Chicago February 3, 1881.

DE FORREST WEAD HEATH, Secretary and Treasurer of The Jones & Adams Coal Co., Steger Building, Chicago, Illinois, has been in the coal business for over thirty years. He was formerly with A. T. Thatcher and the Turney & Jones Co. He was born in Homer, Louisiana, May 3, 1853.

OTTO H. HEDRICH, President and Treasurer of Otto H. Hedrich & Co., Monadnock Building, Chicago, Illinois, has been engaged in the coal business for thirty-two years. He formerly was with Robert Law, the Brazil Block Coal Co. and the Brazil Coal Co. He was born in Chicago in 1869.

THEODORE L. HEDRICH, Vice President of Otto H. Hedrich & Co., Monadnock Building, Chicago, Illinois, was formerly connected with the Brazil Coal Co. and has been eighteen years in the coal business. He has filled the office of Secretary of the Chicago Coal & Coke Exchange. He was born March 15, 1876, in Chicago.

HARRY L. HIRTZLER, Country Sales Manager Taylor Coal Co., Old Colony Building, Chicago, Illinois, started his career in the coal business with Fred A. Busse in 1896. His experience in the last twenty-two years has embraced every phase of the coal business from retailing to producing companies, having been in business, wholesale and retail, for himself at Cedar Rapids, Iowa, for several years. Mr. Hirtzler was born in Chicago February 16, 1883.

HARRY HOLVERSCHEID, Hinsdale, Illinois, is Treasurer of the coal firm of Henry Holverscheid & Co., Old Colony Building, Chicago, Illinois. He has been in the business ten years and is interested in the following concerns: Barker Coal Co., Carter Coal Co., Albany Coal Co. and Domestic Coal Co. He was born in Chicago March 27, 1889.

ROBERT HOLVERSCHEID, Secretary Henry Holverscheid & Co., Chicago, was born in Chicago July 9, 1887, and has been in the coal business for seven years. He is also Secretary of the Albany Coal Co. and Carter Coal Co. and Secretary-Treasurer of the Barker Coal Co. and Domestic Coal Co. He resides at Hinsdale, Illinois.

CHARLES E. HOSTLER, Manager of Country Sales for the Globe Coal Co., 332 South Michigan Ave., Chicago, Illinois, has been in the coal business for twenty-eight years. He formerly was with the Hostler Coal & Coke Co. and with the Eureka Coal & Dock Co. He was born at Milton Center, Ohio, February 5, 1867, and has a wide acquaintance throughout the West.

SIDNEY P. HOSTLER, Manager of the S. P. Hostler Coal Co., Ellsworth Building, Chicago, Illinois, has been in the business twenty-nine years. He was formerly with the Winifrede Coal Co. and the O. S. Richardson Coal Co. He has served as a Director of the Chicago Coal Trade Association and has been for years a leading advocate for reciprocal demurrage laws. Mr. Hostler was born in Ohio December 28, 1861.

FRANK F. HYNES is one of the proprietors of Hynes Bros., retail coal merchants at 3624 South State St., Chicago, Illinois, and has been in the business for sixteen years. He was born at Stoughton, Wisconsin.

ALEXANDER S. IRVINE, 6620 South Park Ave., Chicago, Illinois, is a retail coal man who has been in the business for twenty-six years. He was born April 27, 1867, at St. John, New Brunswick.

THOMAS CLEVELAND IRWIN, 7403 Evans Ave., Chicago, Illinois, has been in the coal business sixteen years. Prior to the present he was Chicago Manager for Rutledge & Taylor, and previous to that with the W. L. Scott Co., the Susquehanna Coal Co. and the White Oak Coal Co. He was born at Trenton, Missouri, June 23, 1883.

EDGAR JAMES, 5821 South Halsted St., Chicago, Illinois, is President of the James Coal Co. and has been in the retail business for twenty-nine years. He was born at Darlington, Wisconsin, February 8, 1872.

WILLIAM T. JAMES, 6611 Drexel Ave., Chicago, Illinois, is President of the American Conveyer Co. and has been in the coal machinery business for over twenty years, formerly with the Link-Belt Co. and the Howe Scale Co. as Sales Engineer. He was born in Wales July 30, 1866.

DAVID JAMIESON is a member of the coal firm of Crerar, Clinch & Co., 645 Rookery Building, Chicago, Illinois, and has been in the business for twenty-six years. He was born at Renfrew, Ontario, August 22, 1856.

JOHN SUTPHIN JONES, Steger Building, Chicago, Illinois, is Chairman of the Board of the Sunday Creek Coal Co., The Buckeye Coal & Railway Co., and the Ohio Land & Railway Co., Columbus, Ohio, and a Director of the Jones & Adams Coal Co., Chicago. He was formerly with the Columbus & Hocking Valley Coal & Iron Co. and the National Hocking Coal Co. He has spent twenty-eight years in the coal business. He was born at Washington Court House, Ohio, January 4, 1849.

THOMAS D. JORDAN is Western Sales Manager for The Hisylvania Coal Co., 1255 Old Colony Building, Chicago, Illinois, and has been in the coal business for eighteen years. He started as a stenographer with the Wilmington Star Mining Co. and rose through various departments to traveling salesman in Illinois and Wisconsin, and finally Chicago representative. He was born in England, June 30, 1878.

THEODORE C. KELLER, 37 West Van Buren St., Chicago, Illinois, President and Treasurer of T. C. Keller & Co., has been in the coal business for twenty-six years. He is also President and Treasurer of the Franklin County Collieries Co. and the Sesser Coal Co., and Vice President and General Manager of the Northern Central Coal Co. He is the Receiver of Coal Properties of the Chicago & Eastern Illinois Railroad, and formerly was General Manager of the Grape Creek Coal Co. Mr. Keller was born in Boston, Massachusetts, in 1864.

B. H. KEMPER is proprietor of The Baum Coal Co., 343 S. Dearborn St., Chicago, Illinois, and has been twelve years in the business. He also was Sales Manager for Bell & Zoller for two and one-half years in addition to conducting his own business. He was born in Ohio.

CHARLES R. KLINE, Vice President of the Waubun Coal Co., Chicago, Illinois, has been engaged in the business twenty-one years. He formerly was connected with the Mitchell & Dillon Coal Co., Coxe Bros. & Co., Stonega Coal & Coke Co., and the Zenith Furnace Co. He was born at Byron, Illinois, January 26, 1878.

WILLIAM J. F. KUECHLER is in charge of the jobbing line with Henry Holverscheid & Co., Old Colony Building, Chicago, Illinois, and has been in the coal business for twenty-five years. He is one of the Directors of the Domestic Coal Co. and formerly was with E. Puttkammer and the Cook-Rutledge Coal Co. He was born in Hamburg, Germany, June 18, 1872.

H. B. LANIGAN, Treasurer and Manager of the R. B. Arnold Coal Co., 2141 S. Homan Ave., Chicago, Illinios, has been in the business for over thirty years. He was born in Illinois in 1858.

CARL LEE, electrical engineer with the Peabody Coal Co. at Chicago, Illinois, has been connected with the coal business for four years. He formerly was Receiver for Chicago & Eastern Illinois Railroad coal properties. He was born at Comanche, Texas, March 12, 1891.

ALBERT BERRY LEMMON, Resident Sales Manager for The Consolidation Coal Co., Fisher Building, Chicago, Illinois, has been six years with that concern and in the coal business for eighteen years. He was formerly with F. B. Newell & Co., Burlington Coal & Coke Co., and the North Western Fuel Co. He was born in Clarendon Hills, Illinois, March 23, 1884.

WILLIAM WEST LILL, Vice President and Treasurer of the George Lill Coal Co., 1122 Berwyn Ave., Chicago, Illinois, has an experience of thirty years in the retail coal business. He was born in Chicago October 6, 1870. Mr. Lill is a Director of the Chicago Coal Merchants' Association.

ALBERT J. LORR is the senior partner in the coal firm of Albert J. Lorr & Bros., retail coal merchants at 2614 S. St. Louis Ave., Chicago, Illinois. He has been in the business for thirteen years. He was born in Bohemia, April 23, 1877.

HARRY LYTTON, Manager for the Chicago Fuel Co., 37 W. Van Buren St., Chicago, Illinois, has been for twenty years in the coal business. He was born in Chicago in 1874.

C. K. MADDEROM, President of the C. K. Madderom Co., 10940 S. Michigan Ave., Chicago, Illinois, has been in the retail coal business for thirty-six years, formerly as a member of the firm of Prince & Madderom. He was born in Chicago, November 27, 1854.

EDWARD C. A. MANTHEY is joint owner with his father, W. J. Manthey, of the coal business of W. J. Manthey & Son, 4915 S. Morgan St., Chicago, Illinois. He has managed the retail yard for four years and has done a wholesale trade for four years. Formerly he was in the accounting department of the Peabody Coal Co. He was born in Chicago February 14, 1893.

ELMER MARTIN, Sales Agent for the Lehigh Valley Coal Sales Co., 313 McCormick Building, Chicago, Illinois, has been in the coal business for twenty-one years, formerly with the Bolen Coal Co. and the Central Coal & Coke Co., both of Kansas City, Missouri He was born near Quincy, Illinois, July 25, 1865. Mr. Martin is very popular and has a wide acquaintance in the trade.

FRANK MATES, Secretary of the J. J. Wallace Coal Co., 4233 N. Keeler Ave., Chicago, Illinois, has been in the business for twenty-one years. He was born July 14, 1880, at Barrington, Illinois.

JAMES B. McCAHEY is Trustee and General Manager of John J. Dunn Estate, 5100 Federal St., Chicago, Illinois. He has been in the coal business for eleven years and has served as Director of the Chicago Coal Merchants' Association. He was born in Chicago, April 19, 1888.

DAVID EDWARD McMILLAN, senior partner in the coal firm of D. E. McMillan & Bro., Old Colony Building, Chicago, Illinois, has been in the business for twenty-two years. He was formerly with the following coal concerns: Jas. W. Ellsworth & Co., Montana Coal & Coke Co., Fairmont Coal Co., Consolidation Coal Co., and C. G. Blake & Co. He was born in Montreal, Canada, August 6, 1860.

JOHN PERCIVAL McMILLAN is a partner in the firm of D. E. McMillan & Bro., Old Colony Building, Chicago, Illinois, and formerly was connected with the Chicago, Wilmington & Vermillion Coal Co. He has been in the business for seventeen years, starting with his present firm in July, 1907. He was born March 2, 1879, in Montreal, Canada.

EDMUND J. McQUAID, 5822 S. Racine Ave., Chicago, Illinois, has been in the retail coal business for twenty-five years and is sole owner. He formerly was with the following: Consolidated Coal Co., Riverton Coal Co., Dering & McQuaid, F. G. Hartwell Co. as Manager of Sales, and the Worth-Huskey Coal Co., as Vice President. He was born at Irwin, Pennsylvania, June 21, 1866.

GEORGE E. MEDIN was Western Sales Agent for Thorne, Neale & Co., Old Colony Building, Chicago, Illinois, having been in the coal business for eleven years. He was with the Logan Coal Co. and the Davis Coal & Coke Co. prior to his recent connection. He enlisted in the U. S. Navy April 16, 1918. He was born November 18, 1888, in Chicago.

GEORGE HERBERT MERRYWEATHER, President and Treasurer of the Waubun Coal Co., 6 N. Clark St., Chicago, Illinois, has been active in the business for twenty-eight years. Formerly he was General Sales Agent for the Pittsburgh, Ohio & Western Coal Co. and Sales Agent for Coxe Bros. & Co. He served as Illinois Scout, Order KoKoal, and as Vice President of the Chicago Coal & Coke Exchange. He is a member of the Executive Committee and Director of the National Coal Jobbers' Association. Mr. Merryweather was born in Brooklyn, New York, September 24, 1870.

GEORGE I. METHE, 601 S. Ridgeland Ave., Oak Park, Illinois, is Retail Manager for the F. G. Hartwell Co., Chicago, and has been connected with the coal business for seventeen years, formerly with the Busse-Reynolds Coal Co. He has served as a Director of the Chicago Coal Merchants' Association. He was born in Chicago, July 5, 1883.

D. B. MIKESELL, Vice President Mikesell Bros. Co., 176-178 No. LaSalle St., Chicago, Illinois, has been connected with the coal industry thirteen years, formerly with the Franklin County Coal Operators' Association and the Rock Island Coal Mining Co. as Assistant Secretary of the former and Division Sales Agent of the latter. He was born in Troy, Ohio, in 1879.

THOMAS DAVID MILLER, Chicago, Illinois, gas coal expert, is special representative of E. M. Mancourt, Western Manager of the Consolidation Coal Co., Dime Bank Building, Detroit, Michigan, and has been connected with the gas business thirty-five years. He has been Engineer and Manager for the Ft. Worth Gas Co., the Dallas Gas Co. and the New Orleans Gas Light Co., as well as City Gas Inspector at St. Louis, Missouri. Mr. Miller was born in Hannibal, Missouri.

ABRAHAM MITCHELL, Secretary and Treasurer of the Mitchell & Dillon Coal Co., 203 South Dearborn St., Chicago, Illinois, has been connected with the coal business for sixteen years. He was born in Chicago, May 26, 1887. Mr. Mitchell is one of the most popular of the younger coalmen.

ALFRED JOHN MOORSHEAD, President and General Manager Madison Coal Corp., Karpen Building, Chicago, Illinois, has been thirty years in the business and with the same concern. He was born in London, England, in 1863. Mr. Moorshead served as President of the Illinois Coal Operators' Association from 1909 to 1911, and is regarded as one of the influential operators in Illinois.

THOMAS NEWTON MORDUE, President of the Thomas N. Mordue Coal Co., Peoples Gas Building, Chicago, Illinois, has been in the coal business for about thirty-six years. He is also President of the Mordue Collieries Co., and interested in the Bowyer Smokeless Coal Co. He formerly was Chicago Manager for Castner, Curran & Bullitt and has been connected with the firms of George H. Hull & Co, Kent, Macfarlane & Mordue, and Macfarlane & Mordue, Louisville, Kentucky. He was born in Louisville, Kentucky, July 14, 1860.

FRANK E. MUELLER, 7616 E. Lake Ter., Chicago, Illinois, is Secretary and Chief Engineer of the Roberts & Schaefer Co., 332 S. Michigan Ave., and for sixteen years has been connected with the coal business. He was born December 4, 1880, in Chicago.

JAMES NEEDHAM, President of the St. Paul Coal Co. and General Superintendent of Mines Chicago, Milwaukee & St. Paul Railway Co., Chicago, Illinois, has been in the business for over twenty years. He formerly was connected with the Consolidated Coal Co., St. Louis, Missouri, the Kansas & Texas Coal Co., McAlester, Oklahoma, and the Union Pacific Coal Co. at Cheyenne, Wyoming. He was born at Collinsville, Illinois, August 8, 1871.

LEOPOLD OESTERREICHER, 505 Marengo Ave., Forest Park, Illinois, President of the Chicago Wood & Coal Co., at 1153 N. Halsted St., Chicago, has been in the business for sixteen years. He was born in Hungary, April 10, 1867.

WEBSTER ARNOLD PATTERSON, Secretary-Treasurer of the Harrisburg-Franklin Coal Co., Steger Building, Chicago, Illinois, is also Secretary of the Chicago-Carlisle Coal Co. and has been in the coal business for nineteen years. His former connections with coal concerns were as follows: Danville District Coal Co., Kellyville Coal Co., Westville Coal Co., J. K. Dering Coal Co. and Mission Mining Co. He was born in Watseka, Illinois, August 17, 1877.

STUYVESANT "JACK" PEABODY is President of the Peabody Coal Co., 332 S. Michigan Ave., Chicago, Illinois, has been in the business for nine years, formerly with the Coal Supply Co. Mr. Peabody was born in Chicago August 7, 1888, and is a son of Francis S. Peabody. He is at present in the service of his country.

FREDERICK N. PEASE is the Southwestern Sales Agent for Williams & Peters, 203 S. Dearborn St., Chicago, Illinois, and has for twenty-nine years been connected with the coal business. He was born in Chicago and is one of the best known anthracite sales agents in the West.

EDWARD M. PLATT is President of the Platt & Brahm Coal Co., Old Colony Building, Chicago, Illinois, and has been in the business for about twenty-seven years. He formerly was connected with the following concerns: Columbus & Hocking Coal & Iron Co., Manitowoc Coal & Dock Co., Pennsylvania & Ohio Fuel Co., Lehigh Valley Coal Co. Mr. Platt was born in Manitowoc, Wisconsin, September 4, 1865. Mr. Platt has been President of the National Coal Jobbers' Association.

JOSEPH PAUL REND, President of the W. P. Rend Co., 601 McCormick Building, Chicago, Illinois, has been engaged in the coal business for over thirty years. He is also President of the following: W. P. Rend Collieries Co., W. P. Rend Coal & Coke Co., W. P. Rend Transportation Co. and the Standard Hocking Coal Co. He is a Director of the Vandalia Coal Co. Mr. Rend was born September 22, 1870, in Chicago.

JOHN J. ROBERTS, 7716 E. Lake Ter., Chicago, Illinois, is Treasurer of the Roberts & Schaefer Co., and has been in the coal business fifteen years. He was born in Tolona, Illinois, January 3, 1874.

MAJOR WARREN R. ROBERTS, 1423 Fargo Ave., Chicago, Illinois, is President of the Roberts & Schaefer Co. and has been identified with the coal business for seventeen years. He was born October 20, 1863, at Sadorus, Illinois. Major Roberts is at present in charge of construction for the United States War Department.

MILTON E. ROBINSON, 740 E. Forty-first St., Chicago, Illinois, has been in the coal business for thirty-three years and is President of the Milton E. Robinson Coal Co. Formerly he was President of the Lill-Robinson Coal Co. for two years. Mr. Robinson is a charter member of the Chicago Coal Merchants' Association and was its first President, serving for three years. He was born in Kenosha, Wisconsin, April 27, 1862.

CHARLES J. ROTH, Sales Manager for the Peabody Coal Co., 332 S. Michigan Ave., Chicago, Illinois, has been connected with the company for over twenty years. He was born at Wheeling, West Virginia, April 7, 1879.

DONALD A. SAGE is President of Sage & Co., Inc., 600 S. Dearborn St., Chicago, Illinois, and has been in the coal business for twenty-four years. He was born at Ingersoll, Canada, July 13, 1857.

FREDERICK SCHIFFERLE, Assistant General Sales Manager Rutledge & Taylor Coal Co., Chicago, Illinois, was born September 15, 1886, in St. Louis, and has been in the coal business twelve years. He was formerly connected with the Interstate Coal & Mining Co., Security Coal & Mining Co., and Nokomis Coal Co.

JOHN SCHWEDA, Vice President of the Polonia Coal Co., 1360 W. North Ave., Chicago, Illinois, has been in the retail coal business for nine years. He was born in Chicago, May 15, 1875.

DON B. SEBASTIAN, Vice President of the Bickett Coal & Coke Co., McCormick Building, Chicago, Illinois, is also President of the Groveland Coal Mining Co. and has been twelve years in the business. Formerly he was fuel agent for the Chicago, Rock Island & Pacific Railway Co. and has filled the position of Vice President and Secretary of the International Railway Fuel Association. He was born May 1, 1879, in Chicago.

CHARLES R. SHABINO, President of the Keystone Fuel Co., 343 S. Dearborn St., Chicago, Illinois, has been in the coal business for seventeen years. He was formerly with the Edwards & Bradford Lumber Co., in the coal department, and was one of the founders of the Order KoKoal. He was born June 3, 1884, in South Dakota.

DELAVAN C. SHOEMAKER is Sales Manager in the Car Load Sales department with the Consumers Co., Conway Building, Chicago, Illinois, and in charge of coal purchases, reporting to the Vice President. He has been eleven years in the coal business, formerly with City Fuel Co., since fused with the Consumers Co. He was born at Monmouth, Illinois, January 5, 1883.

JAMES G. SKIDMORE, Purchasing Agent for the Taylor Coal Co., 1215 Old Colony Building, Chicago, Illinois, has been in the business eighteen years, formerly with the Madison Coal Corp., St. Louis, Missouri. He was active in the Order KoKoal and has held many offices in coal trade organizations. He was born June 17, 1880, at Charleston, Illinois.

EDWARD F. SMITH is Manager of Car Sales for Edwin F. Daniels & Co., 20 W. Jackson Blvd., Chicago, Illinois, and has been in the coal business for eleven years. He formerly was with the New Kentucky Coal Co., the Taylor Co. and the Atwill-Makemson Coal & Coke Co. He has served as Imperial Pictor, Order KoKoal, and as Secretary and Treasurer of the Chicago Coal Trade Golf Association. Mr. Smith was born in Chicago, November 19, 1881.

LOUIS H. SMITH, Manager of the Spring Valley Coal Co., 915 Old Colony Building, Chicago, Illinois, has been in the coal business for about eighteen years and formerly was Secretary of the Illinois Third Vein Coal Co. He is a member of the Executive Committee of the Illinois Coal Operators' Association, Vice President of the Coal Operators' Mutual Fire Insurance Co. and a member of the Executive Committee of the Illinois Coal Traffic Bureau. He was born May 12, 1871, in Ottawa, Illinois.

PAUL N. SNYDER, Manager Car Sales O. S. Richardson Coal Co., Old Colony Building, Chicago, Illinois, has been eight years in the coal business. He formerly was with J. C. Snyder, retail merchant, at Fulton, Illinois. He was born at Fulton, Illinois, September 2, 1888.

EDWARD R. SORENSEN is proprietor of the retail coal business of the Windsor Park Coal Co., 7454 Exchange Ave., Chicago, Illinois, and has been in the business seven years. He was formerly with the Susquehanna Coal Co. Mr. Sorensen was born at Port Clinton, Ohio, November 28, 1886.

ROLLIN STAFFORD, General Sales Agent for the Atlas Coal & Coke Co., 775 Old Colony Building, Chicago, Illinois, has been in the business for fifteen years, formerly with John W. Love and the Sunday Creek Coal Co. He was born at Harvey, Illinois, June 23, 1883.

GEORGE FREDERICK STAHMER, President Fort Dearborn Coal Co., Fisher Building, Chicago, Illinois, has been in the coal business eighteen years. He was formerly with Coxe Bros. & Co., Globe Coal Co., and Manager of the Bituminous department of the Mitchell & Dillon Coal Co., Chicago.

LYMAN OTIS STANTON is owner of the L. O. Stanton Coal Co., 1335 Old Colony Building, Chicago, Illinois. He has been in the business for twenty years, formerly with Jas. W. Ellsworth & Co. and Hull & Co. as Department Manager. For the past twelve years he has been Sales Manager for the Clinton Coal Co. He was born in Markesan, Wisconsin, March 13, 1866.

GROVER W. STUBBEE, traveling salesman for the Old Ben Coal Corp., Chicago, Illinois, was born June 2, 1885, in Farnhamville, Iowa, and has been in the coal business ten years. Mr. Stubbee was formerly with the Des Moines Coal & Coke Co. and the Coal Hill Coal Co. He now represents Old Ben in Southern Minnesota and Northern Iowa, making his headquarters at the Chicago office.

GEORGE EDWARD SUTTON, Sales Manager Geo. G. Pope & Co., 1817 Fisher Building, Chicago, Illinois, has been in the coal business for over thirty years. He formerly was connected with the following concerns: Wabash Coal Co., Wilmington-Springfield Coal Co., S. & S. Fuel Co., Central States Fuel Co. He was born at Springfield, Illinois, March 8, 1864.

EDWARD H. TAYLOR, fuel and gas engineer with Crerar, Clinch & Co., 645 Rookery Building, Chicago, Illinois, has been in the business for thirteen years. He was born at Evanston, Illinois, January 13, 1869.

HUBERT CLEMENT TAYLOR, President of the Hicks & Taylor Coal Co., Kedzie Ave. and Taylor St., Chicago, Illinois, has been in the retail business for twenty-eight years. He was born October 12, 1867, at Hudson, Iowa.

HENRY H. TEBBETTS, 2226 Millard Ave., Chicago, Illinois, is a retail coal merchant who has been in the business for forty-seven years. He was born at Rochester, New Hampshire, June 21, 1840.

GEORGE THOMSON, President and General Manager of the Thomson Coal Co., 709 Fisher Building, Chicago, Illinois, has been in the coal business eleven years, formerly as a member of the Thomson & Burton Co. He also is Vice President and General Manager the Benton Coal Co. He was born at Stirling, Scotland.

THOMAS M. TOBIN, President and Treasurer of the T. M. Tobin Bros. Co., 9326 South Chicago Avenue, Chicago, Illinois, has been in the retail business for thirty-seven years. His brother, Edmond W. Tobin, is Vice President, and another brother, John A., is Secretary of the company. Thomas M. Tobin was born December 11, 1863, in Huntingdon County, Pennsylvania.

MARCUS W. TURNER, President of the Turner Coal Co., 1461 Monadnock Building, Chicago, Illinois, has been in the business for about thirty years. He formerly was with the Silver Creek & Morris Coal Co. He was born in New York, June 1, 1866.

WILLIAM C. WADDELL, General Salesman for The S. C. Schenck Co., Old Colony Building, Chicago, Illinois, has been connected with the coal trade for eighteen years, formerly with The B. Uhrig Fuel Co. and the W. L. Scott Co. He was born in 1874 in Chicago.

SILAS ARTHUR WEST, Manager of the Soft Coal department of The S. C. Schenck Co., Old Colony Building, Chicago, Illinois, has been seventeen years in the coal business, formerly with the North Western Fuel Co. and the Consolidation Coal Co. He was born October 5, 1882, in Chicago.

RALPH CRAWFORD WHITSETT is President and General Manager of the R. C. Whitsett Coal & Mining Co., Chicago, Illinois, the Kentucky River Coal Mining Co. of Hazard, Kentucky, and the Black Comet Coal Co. of Sullivan, Indiana. He has been in the coal business twenty years, formerly with the Rainbow Coal & Mining Co., Sullivan, Indiana. He was born in Mingo, Ohio, April 7, 1877.

WILLIAM E. WITHALL is a retail coal merchant at 3456 W. Fifty-first St., Chicago, Illinois, who has been in the business for seventeen years. He was born in England, July 3, 1867.

ILLINOIS—Springfield

F. J. DEVLIN, Springfield, Illinois, is Mine Superintendent for the Jones & Adams Coal Co. He has been connected with the coal industry for thirty years, formerly with the San Toy Coal Co., at San Toy, Ohio, and with the O'Gara Coal Co. at Springfield. He was born in Scotland June 27, 1875.

CHARLES V. HICKOX of Springfield, Illinois, was in the coal business for twenty years, but for many years has been Secretary of the Coal Operators Mutual Fire Insurance Co. of Springfield, Illinois. He was born at Springfield in April, 1846.

CARL HOLDEN HOY, 816 Reisch Building, Springfield, Illinois, is President of the White County Mining & Power Co. He was formerly with the Madison Coal Corp., and has been connected with the coal business eighteen years. He was born in Litchfield, Illinois, July 2, 1883.

EVAN D. JOHN, Springfield, Illinois, Director of the Department of Mines and Minerals for the state of Illinois, was born in Maestag, Wales, October 8, 1861, and died in December, 1918.

ALVIN S. KEYS, 207 S. Sixth Street, Springfield, Illinois, is President of the Southside Coal Co. and has been connected with the business for eleven years, formerly with the Tuxhorn Coal Co. at Springfield. He was born at Springfield January 30, 1888.

PHILLIPS G. MATHENY, Secretary of the West End Coal Co. of Springfield, Illinois, has been connected with the business fourteen years. He is interested in the Niantic Coal Co and formerly was with the Republic Iron & Steel Co. as Manager of their Springfield coal properties. He was born in Springfield August 3, 1870.

O. G. SCOTT, Owner and Manager of the Scott Coal Co., 327 South Fifth Street, Springfield, Illinois, has been in the coal business for over twenty years. He was Cashier of the Springfield Coal Association for ten years and Secretary of the Central Illinois Coal Bureau. He was appointed Assistant District Representative by the United States Fuel Administration for nine counties in Central Illinois. He was born in Butler, Ohio, December 20, 1865.

CHARLES ALEXANDER STARNE, 311 DeWitt Smith Building, Springfield, Illinois, is Treasurer of the West End Coal Co. of Springfield and has been identified with the coal business for eighteen years. He was born at Springfield June 4, 1877.

HOWARD K. WEBER is President of the Sangamon Coal Co. of Springfield, Illinois, and has been connected with the coal business for eleven years. He was born at Hagerstown, Maryland, June 27, 1843.

GEORGE A. WOOD, 501 W. Capitol Avenue, Springfield, Illinois, is Secretary-Treasurer of the Chicago-Springfield Coal Co. He has been in the coal business for fifteen years. He was born in 1858 at Springfield.

ILLINOIS

IRA D. ADAMS, Secretary and Treasurer of the Ira D. Adams Lumber Co. at Lexington, Illinois, has been in the business for over twenty years. Formerly he was with Shade & Crothers and with W. D. Alexander & Co. He was born January 19, 1877, at Minier, Illinois.

CHARLES AHL, Superintendent of The Moweaqua Coal Mining & Manufacturing Co. at Moweaqua, Illinois, has been in the business twenty-four years, with his present company. He was born in 1867 at Cloverport, Kentucky.

J. M. ALLEN, retail coal merchant at Eureka, Illinois, has been in the business for twenty-seven years. He was born at Eureka March 3, 1870.

LEWIS H. ALLEN is a partner in the coal firm of Hunter, Allen & Co. at Lacon, Illinois, and has been connected with the business for twenty-five years. Other interests are those of his firm at Magnolia and at Lostant, Illinois. Mr. Allen was born at Tiskilwa, Illinois, in February, 1869.

HENRY C. ANDRES is the sole owner of the H. C. Andres Coal Co.'s business at Aurora, Illinois, and has been in the retail trade for five years. He was born at Tinley Park, Illinois, in 1861.

ANDY MELVIN APPLEGATE, owner of the retail coal business at Pearl, Pike County, Illinois, has been in the coal business there for twenty years. He was born in Illinois February 22, 1871.

BEN T. AXFORD is President of the Axford Coal Co. at Petersburg, Illinois, and has been in the business for seven years. He was formerly with the South Mountain Coal Co. He was born in Petersburg February 7, 1890.

JOHN NICHOLAS BACH has been a retail coal merchant at Fairbury, Illinois, for seventeen years. He was born in Alsace-Loraine July 10, 1871.

ARTHUR W. BADGER, President of the Badger Lumber Co., Morrison, Illinois, has been engaged in the retail coal business for thirteen years. He was born at Amboy, Illinois, April 17, 1880.

WILLIAM H. BAETHKE, President of the Newton-Baethke Co., retail coal merchants at Glen Ellyn, Illinois, has been in the business for thirteen years. He was born at Maywood, Illinois, August 30, 1873.

W. T. BAILY is Business Manager and partner of the National Fuel Co. at Galesburg, Illinois, and has been connected with the business for two years. He was born in Illinois in 1875.

WALTER B. BALLENTINE is President and General Manager of the Ballentine Coal & Ice Co. at Toulon, Illinois, and has been in the coal business for about thirty years, owning a coal mine on his farm about five miles from Toulon, and doing a shipping business in town. He has as his partner, Secretary and Treasurer, his wife, Mrs. Margaret E. Ballentine. Mr. Ballentine was born in Stark County, Illinois, February 16, 1862.

GERSON BANKS, Kirkland, Illinois, is Manager for the firm of Geo. W. Banks & Son and has been connected with the business three years. He was born in Irene, Illinois, October 6, 1891.

WILLIAM ERNEST BARBOUR, 1030 Forest Ave., Evanston, Illinois, District Manager for the Consumers Co. of Chicago, has been connected with the retail coal business for twenty-three years. He formerly owned the business of W. E. Barbour & Co. and was President, Treasurer and Director of the Lincoln Fuel Co. He was also connected with the following concerns: Castner, Curran & Bullitt and F. G. Hartwell Co. He was born at St. Charles, Illinois, April 1, 1874.

WILLIAM P. BARKER, retail coal merchant at Batavia, Illinois, has been in the business for sixteen years. He was born at Batavia July 7, 1850. Mr. Barker is highly respected in the coal trade and has served as Treasurer of the Illinois and Wisconsin Retail Coal Dealers' Association.

EDWARD E. BARRETT, 333 South Waiola Ave., LaGrange, Illinois, is Vice President of the Roberts & Schaefer Co. and has been connected with the business for seventeen years. He was born in Port Byron, Illinois, October 12, 1870.

W. G. BARTELS, Carlinville, Illinois, is President and General Manager of the Carlinville Coal Co. He began in the employ of his father in 1869 and continued until 1883, since which time he has operated in his own behalf. He was born at Carlinville March 2, 1858.

ED. A. BAUSER, Bunker Hill, Illinois, has been in the retail coal business for sixteen years and is the lessee of the Bauser-Truesdale coal mine. He was born in St. Louis, Missouri, February 4, 1873.

LEWIS M. BAYNE is General Manager of the L. M. Bayne Lumber Co. at Ottawa, Illinois, and is interested in the company's yards at Ottawa, Grand Ridge, Strawn, and Emington, Illinois. He has been in the retail business for over twenty years. He was born at Wenona, Illinois, June 2, 1869.

PETER BECK, President of the Beck Coal & Lumber Co. at Harvey, Illinois, has been engaged in the business sixteen years. He was born in Braidwood, Illinois, April 23, 1877. He has served as President of the Illinois and Wisconsin Retail Coal Dealers' Association and has done splendid work by encouraging coal merchants to install better systems of cost accounting and bookkeeping.

BENJAMIN BECKENHEIMER, President of the Smith-Lohr Coal Mining Co., Pana, Illinois, has been connected with the business for thirteen years. He formerly was connected with the Central Illinois Coal Bureau and is a member of the Illinois Coal Operators' Association. He was born at Baltimore, Maryland, September 22, 1845.

CHARLES BECKER, Secretary of the Star Coal Co., Freeburg, Illinois, has been in the business for ten years and formerly was with the Freeburg Mining Co. and the Freeburg Coal Co. He was born in Germany June 27, 1848.

W. D. BeDELL of BeDell Bros. at Mt. Carmel, Illinois, has been in the coal business as a retailer for over twenty years. Formerly he was connected with the Saline County Coal Co. at Harrisburg, Illinois. He was born at Mt. Carmel in 1872. L. T. BeDell, his brother, was born in 1880 at Mt. Carmel.

HERMAN H. BEEDE, Chadwick, Illinois, is owner of a half interest in the business of the Chadwick Supply Co. He was formerly with Beede Bros. of Chadwick. He was born in New Hampshire December 29, 1857.

HENRY A. BENT, Secretary and Treasurer of the Oglesby Coal Co. at Oglesby, Illinois, has been engaged in the business for about thirty-five years. He was born at Kenosha, Wisconsin, July 2, 1866.

JOSIAH RAYMOND BENT is Vice President and Superintendent of the Oglesby Coal Co. at Oglesby, Illinois. He has been connected with the coal business since 1896. He was born in Oglesby January 3, 1877.

ROBERT V. BENTON, Decatur, Illinois, is proprietor of the City Fuel Co. and has been in the business for eight years, formerly with the Decatur Coal Co. He was born in Macon County, Illinois, in 1885.

GEORGE L. BLANCHARD, retail coal merchant at Lake Forest, Illinois, has been in the business for ten years. He has filled the office of Vice President of the Illinois and Wisconsin Retail Coal Dealers' Association for two years and Director two years. He was born in Ashby, Massachusetts.

HENRY BLESSMAN has been a retail coal merchant at Gridley, Illinois, for ten years and was formerly with W. D. Castle & Co. He was born in Germany May 5, 1873.

THEODORE F. BOECKER, JR., is Manager of the Boecker Coal & Grain Co. at Naperville, Illinois, and has been in the business two years. The present company is successor to T. F. Boecker, who succeeded B. B. Boecker. Theodore F. Boecker, Jr., was born in Naperville February 2, 1896.

GEORGE BOGER, President of Geo. Boger & Sons, Hinsdale, Illinois, coal merchants, has been in the retail business for twenty-three years. He was born in Dupage County, Illinois, near Hinsdale, in 1853.

OSWALD BOLLMAN, Belleville, Ill., is Secretary and Treasurer of the Fullerton Coal Co. and has been in the business for eighteen years. He is also interested in the Summit & Eldnar Coal Co. He was born December 3, 1876, at Belleville.

FRANK H. BOSWORTH, Manager of F. S. Bosworth & Son, Elgin, Illinois, has been in the retail coal business for twenty-nine years. He was born at Dundee, Illinois, September 3, 1870.

WILLIAM J. BRADBURY is senior partner in the firm of Bradbury Bros., coal merchants at Arcola, Illinois. He was born in England February 3, 1848, and has been in the coal business for thirty-five years.

WALTER S. BRANT, Havana, Illinois, has been connected with the M. M. Clark Coal Co. of Havana for over twenty years. He was born in Havana September 14, 1871.

HARRY BRAUER is the owner of the coal business of Brauer & Son, Olney, Illinois, and is the son of John Brauer, who established the business about twenty years ago. The latter died September 22, 1916. Harry Brauer was born in Olney October 23, 1884.

GEORGE A. BRECHNITZ, Belleville, Illinois, is the President and General Manager of the Silver Creek Valley Coal Co. and is likewise interested in the Prairie Coal Co. He was born at Belleville and has been engaged in the coal business for thirteen years.

WALTER A. BROWN is a retail coal merchant at Carrollton, Illinois, who has been in the business for twenty-three years. He was born November 11, 1868, at Greenfield, Illinois.

CHARLES C. BRUBAKER is senior member of the firm of Brubaker & Son at Robinson, Illinois. He has been connected with the retail coal business for twenty-six years. He was born in Kansas June 20, 1869. His son, George A. Brubaker, has been the junior partner for the past five years. He was born in Illinois May 18, 1893.

GEORGE M. BRYANT, coal merchant for fourteen years at De Pue, Illinois, was born in Kendall County, Illinois, January 26, 1859, and is well known in that territory.

WALTER H. CALLAHAN is the Owner and Manager of the retail business of the Callahan Coal Co., 4200 State St., East St. Louis, Illinois, with which he has been connected for eight years. He was born in Ava, Illinois, December 26, 1881.

JAMES H. CALVER, Decatur, Illinois, has been in the retail coal business for five years. He was born in Ross County, Ohio, June 26, 1858.

JOHN H. CARLIN, Utica, Illinois, has been a retail coal merchant for twenty-nine years. He was born in Utica October 11, 1853.

W. J. CARLIN, retail coal merchant at Bowen, Illinois, has been in the business for twenty-four years. He was born at Columbus, Illinois, January 29, 1869.

MELVIN CAROKER, proprietor of the coal business of Caroker & Ragsdale at Cobden, Illinois, has been a retailer for five years. He was born at Cobden.

WILLIAM H. CARPENTER, Rock Island, Illinois, is controlling partner and Manager of the Carpenter Coal Co. He was formerly with W. H. Carpenter & Co. at Moline, Illinois, and with the Empire Coal & Coke Co. at Rock Island. He has been in the coal business for twenty-six years and was born at Rochester, New York, April 10, 1841.

ANDREW F. CHAPMAN, President A. F. Chapman Co., Dundee, Illinois, was born in 1845 at Uhrichsville, Ohio, and has been in the coal business for the past forty years.

WILLIAM HENRY CHAPPLE is General Manager and Treasurer of the Peoples Coal Co. at Lebanon, Illinois. He has been in the retail coal business for about seven years, and worked in coal mines for forty-four years. He was born in England in 1861.

WALTER HOWARD CHASE, retail coal merchant at Sullivan, Illinois, has been engaged in the business for twenty-two years. He was formerly with The Alexander Lumber Co. He was born at Madison, Wisconsin, September 23, 1858.

JOHN THOMAS CHERRY is Superintendent of the B. F. Berry Coal Co. of Standard, Putnam County, Illinois, and has been connected with the coal industry for thirty-three years, starting as a trapper boy in 1884 and filling all positions in and around coal mines. He was formerly with the Chicago, Wilmington & Vermillion Coal Co. and with the St. Paul Coal Co. He was born at Braidwood, Illinois, June 8, 1871.

C. A. CHITTENDEN has been conducting a retail coal business at Mendon, Illinois, for twenty-one years. He was born in Mendon April 7, 1857.

HORACE CLARK, General Manager of the Clark Coal & Coke Co., Jefferson Building, Peoria, Illinois, is also interested in the Logan Coal Co., and has been in the business twenty-six years. He was born in Peoria July 13, 1863. He has many friends in the trade.

MARVIN M. CLARK, born June 13, 1860, has been in the retail coal business for twenty-six years and is the owner of the M. M. Clark Coal Co. at Havana, Illinois. He has filled the office of Vice President of the Illinois and Wisconsin Retail Coal Dealers' Association.

VICTOR I. CLARK is President of The North Side Lumber Co. at Sycamore, Illinois, and has been connected with the coal business for nineteen years. He was born in DeKalb County, Illinois, March 22, 1862.

ARTHUR E. CLEVIDENCE, retail coal merchant at Mt. Morris, Illinois, has been in the business since 1901. He was born at Mt. Morris in 1870.

FRANK B. CLINTON is a retail coal merchant at Paris, Illinois, who has been in the business for thirty-four years. He has been in full charge since the death of his father, C. M. Clinton, in 1915. Mr. Clinton was born in Paris June 5, 1865.

WILLIAM J. CLIPPERT has been in the retail coal business at Warsaw, Illinois, for twenty-five years, formerly with the firm of Clippert & Diehl. He was born at Warsaw October 17, 1862.

MORTIMER M. CLOUDMAN, retail coal merchant, 166 Chicago St., Elgin, Illinois, has been in the business for sixteen years, formerly as a member of the firm of Hemmens & Cloudman. He was born at Memphis, Tennessee, about forty-five years ago.

GEORGE C. COCKRELL has been in the retail coal business at Jerseyville, Illinois, during the past seven years. He was born at Jerseyville in 1882.

ARTHUR Z. COFFMAN, owner of the South Side Coal Co. at Quincy, Illinois, has been in the business for seven years. He was born at Newark, Ohio, September 11, 1877.

F. H. COLEHOUR is the proprietor of a retail coal business at Mt. Carroll, Illinois, which he has conducted for sixteen years. He formerly was with Colehour & Miles. He was born in Mt. Carroll September 14, 1866.

W. R. COLEMAN, Sales Manager of the Clark Coal & Coke Co., at Peoria, Illinois, is President of the Logan Coal Co. He has been in the business twenty-three years, formerly with the Newell Coal Co. He has served as President of the Peoria Wholesale Club. He was born at Peoria November 11, 1876.

J. W. COLLIVER, Aurora, Illinois, is Secretary, Director and Sales Manager for the Old Ben Coal Corp., Chicago, and has been in the business for about twenty-three years. He was formerly with the Elgin, Joliet & Eastern Railway Co. as General Agent at Joliet, Illinois. He was born at Picton, Ontario, Canada, January 28, 1867.

WESLEY ROBERT COMFORT, SR., Palatine, Illinois, has been in the coal business for thirty-nine years. He is senior partner in the firm of W. R. Comfort & Co. He was born in Canada January 28, 1855. His partner, Henry F. Battermann, has been in the coal business for thirty years.

MATT. J. COOGAN, Lincoln, Illinois, has been in the retail coal business for eight years and previously worked for eight years in the mines. He was formerly with the Latham Coal & Mining Co. He was born April 29, 1888, at Lincoln.

JOHN J. CORDES has been in business as a retail coal merchant for nineteen years at German Valley, Illinois. He was born there November 27, 1875.

LYMAN D. CORTELYOU, retail coal merchant at Abingdon, Illinois, represents the Purity Coal Co. He has been doing business for nine years. He was born at Trenton, New Jersey, January 26, 1864.

H. B. COYLE, Manager of the Coyle Grain & Coal Co. at Gridley, Illinois, has been in the business for nine years. Recently he sold out the grain business and is now handling coal exclusively. He was born at Gridley March 28, 1890.

JAMES A. CREAMER, Tolono, Illinois, has been in the retail coal business eleven years, formerly with Edwards & Creamer. He was born at Tolono February 25, 1870.

JOHN S. CRUGAR is General Manager and Treasurer of the Lovington Coal Mining Co., Decatur, Illinois, and has been connected with the coal mining industry for sixteen years. He is interested in the Phoenix-Jellico Coal Co. and was formerly with the Rock Springs Coal Co. and the Naugatuck Coal Co. He was born at Montgomery, Ohio, October 8, 1881.

J. W. CURNUTT, retail coal merchant at Greenfield, Illinois, has been in the business for twelve years. He was born at Greenfield in 1850.

H. E. CURTIS, Manager for H. E. Curtis & Co., Tiskilwa, Illinois, has been connected with the coal business for thirty-one years. He was born at Sheffield, Illinois, sixty years ago.

CHARLES F. DACY is Manager and half owner in the business of the Dacy Lumber Co., Woodstock, Illinois, and he has been in the retail coal business fourteen years. He was born in Woodstock February 8, 1870.

M. E. DANAHAY of M. E. Danahay & Son, Eureka, Illinois, was born in 1861 in Eureka and has been in the coal business thirty years, succeeding his father, who started the business in 1870. His son, D. M. Danahay, is in the service of his country.

J. O. DANIEL, Watseka, Illinois, is Manager, Secretary and Treasurer of The Peoples Grain & Lumber Co. and has been connected with the coal business for seven years. He was born at Judson, Indiana, December 25, 1871.

SAMUEL DAVIS, retail coal merchant at Herbert, Illinois, has been in the business over twenty years, formerly with the firm of Reed & Davis. He was born in England in 1842.

L. B. DE FOREST has been in the retail coal business at Oneida, Illinois, since 1881. He was born at Lima, New York, July 30, 1852.

HERMAN DENZEL, President of the Highland Park Fuel Co., 112 North First St., Highland Park, Illinois, has been in the business for six years. He was born in Germany March, 1870.

JOHN P. DETIENNE, Zion City, Illinois, is Manager of the fuel departments of Zion City Institutions and Industries. He has been connected with the coal business sixteen years, having been a retailer for ten years at Sherburn, Minnesota. He was born in Belgium July 28, 1850.

ROBERT DICK is President of the Pond Creek Coal Co., Herrin, Illinois, and of the Robert Dick Coal Co. Formerly he was with the Sun Coal & Coke Co. and has been connected with the coal business for over forty years. He was born in DuQuoin, Illinois, July 20, 1863.

PETER R. DIEDERICH, retail coal merchant at Rochelle, Illinois, has been in the business for seventeen years and was formerly with the Neola Elevator Co. He was born at Lostant, Illinois, October 11, 1877.

JOHN DONER DIFFENBAUGH is the owner of the Diffenbaugh Coal & Ice Co. at Monmouth, Illinois, and has been in the business twenty-nine years. He formerly was Vice President of the Sipher Lumber & Coal Co. and was born November 8, 1865, at Monmouth. Mr. Diffenbaugh has held a number of positions of trust and honor in his community.

JOHN SIPHER DIFFENBAUGH, Monmouth, Illinois, is associated as Manager with his father, John D. Diffenbaugh, in the Diffenbaugh Coal & Ice Co., with which he has been connected for seven years. He was born at Monmouth, August 1, 1892.

OSCAR L. DODGSON is Manager for the retail coal firm of L. P. Dodgson & Son at McLean, Illinois, and has been in the business twenty-two years. He was born in Carrollton, Illinois, September 29, 1886.

D. H. DOLDEN, General Manager of the Hinckley Grain Co. at Hinckley, Illinois, has been in the business for thirteen years, formerly with the Neola Elevator Co. He was born at Kings, Illinois, November 25, 1879.

STEPHEN A. DRAKE, Canton, Illinois, is President of the Canton Coal Co. and has been in the retail business for thirty years. He was born at Canton, May 18, 1864.

JOHN W. DUNCAN is senior member of the firm of Duncan Bros. at Palmyra, Illinois, and has been in the business for twenty-nine years. He was born at Girard, Illinois, October 26, 1865. His brother, Joseph B. Duncan, was also born in Girard July 9, 1867.

GEORGE F. ECKERT, Manager and partner in the coal firm of Hall & Eckert at Woodstock, Illinois, has been connected with the retail coal business for sixteen years. He was born at Woodstock February 14, 1864.

CLARENCE F. EDINGER, Wilmette, Illinois, is President of Edinger & Co., retail coal merchants at Wilmette and Evanston, Illinois. He has been in the business for eleven years, and has served as a Director of the Chicago Coal Merchants' Association. He was born at White Haven, Pennsylvania, July 4, 1877.

A. H. EINHAUS, Quincy, Illinois, has been in the retail coal business for sixteen years. He was born in Quincy October 4, 1870.

A. W. EISENMAYER is President of the Granite City Lime & Cement Co. at Granite City, Illinois. He was born at Claremont, Illinois, July 12, 1866.

EMIL A. EKSTRAND, Ludlow, Illinois, has been in the retail coal business for over twenty years. He was born in Illinois in 1860.

SAMUEL W. ELDRED, Quincy, Illinois, is a salesman of the Philadelphia & Reading Coal & Iron Co. and has been connected with the coal industry for thirty years. He was formerly with the Wabash Coal Co. as Treasurer and Manager. Mr. Eldred has served as a member of the Executive Board of the Illinois Coal Operators' Association. He was born at Carlinville, Illinois, September 26, 1860.

V. C. ELMORE, Ashland, Illinois, manages his own business and also that of Elmore & Lemmon, coal merchants. Retail offices are maintained by the companies at Ashland, Sinclair, Manchester, Roodhouse, Barrow, Hillview, Grand Pass, Pleasant Hill and Nebo, all in the state of Illinois. Mr. Elmore was born near Ashland October 18, 1847, and has been engaged in the coal business for over twenty years.

W. A. ENGLAND is the proprietor of the Havana Coal Co. at Havana, Illinois, having bought out Edward Fields in May, 1917. He was born at Havana in 1875.

ED. E. EVANS, Streator, Illinois, has been in the coal business for twenty-seven years, formerly with the Richards & Evans Coal Co. He was born in Streator March 24, 1874.

ROBERT J. FAIRBAIRN, Galesburg, Illinois, is Secretary and Treasurer of the Star Coal Co. and also of the Coal Creek Mining Co. He is interested in the Acme Coal Co. at Streator, Illinois, and was formerly connected with that concern, from 1892 to 1909. He was born at Streator November 16, 1874.

ALBERT F. FIELD, retail coal merchant at Woodstock, Illinois, has been doing business there for forty-three years. He was born January 20, 1841, in Vermont.

T. M. FOLEY, Kankakee, Illinois, is President of the Kankakee Ice, Feed & Fuel Co. and has been in the business for eight years. He was born at Joliet, Illinois, September 29, 1869.

JOSEPH L. FRESE is the proprietor of the Riverside Coal Yards at Quincy, Illinois, and has been in the retail business there for five years. He was born in Quincy March 21, 1880.

DR. EDGAR E. FYKE, Centralia, Illinois, is General Manager of the Marion County Coal Co. He also is Treasurer of the Odin Coal Co., Odin, Illinois. He has been in the coal business for ten years. He was born December 23, 1868, at Odin, Illinois.

MARTIN A. GARRISON, retail coal merchant at Enfield, Illinois, has been doing business for over thirty years. He was formerly with the Illinois Coal & Iron Co. He was born at Enfield, February 20, 1852.

DENNIS S. GENT, Marion, Illinois, is Secretary and Treasurer of the Crab Orchard Coal Co. He is also interested in the Blackburne Coal Co. and formerly was with Edwards & Bradford at Sioux City, Iowa. He was born at Marion, January 28, 1891.

CHARLES H. GIBBS, Princeton, Illinois, is a salesman for Williams & Peters and has been in the coal business for twenty years. He was formerly with F. B. Newell & Co. and F. N. Pease & Co. He was born in Chenango County, New York, October 9, 1854. He has a wide acquaintance among Illinois, Iowa and Western Indiana retailers.

JACOB R. GIEBELHAUSEN, President and Manager of the Giebelhausen Coal Co., East Peoria, Illinois, has been in the retail business for twelve years. He was born in Illinois September 3, 1885.

RUDOLPH GODOWSKY, retail coal merchant at Macomb, Illinois, has been in the business for ten years. He was born in Russian Poland in 1873, and was six years old on his arrival in the United States.

SAMUEL HENRY GOODALL of Marion, Illinois, is General Manager of the Economy Coal Co. and for over twenty years has been connected with the coal business. Formerly he was with the Crab Orchard Coal Co., the Chicago & Big Muddy Coal & Coke Co., the Carterville District Coal Co., and the Illinois Hocking Washed Coal Co. He was born at Marion February 7, 1866.

J. MARK GRAHAM, retail coal merchant at Kirkwood, Illinois, has been in the business for eleven years. He was born at Biggsville, Illinois, September 6, 1858.

LYMAN M. GRAHAM, Bloomington, Illinois, is Secretary and Treasurer of the McLean County Coal Co. and has general supervision of the business. He opened the books for the company in 1867 and except for one year and a half he has been connected with it ever since, filling every position, from office boy to President. Mr. Graham was born in Brown County, Ohio, December 27, 1845.

G. S. GREER is Buyer and Manager for the coal firm of Greer & Vance at Seaton, Illinois. He has been in the business for two years and formerly was with A. L. Duncan & Sons. He was born at Seaton July 9, 1893.

PETER GRIEVE, JR., Collinsville, Illinois, is District Superintendent for the Consolidated Coal Co. and has been thirty-three years with his present company. He was born in Collinsville December 27, 1874.

G. B. GRIFFIN is senior partner in the firm of G. B. & C. M. Griffin, dealers in grain, poultry, wool and coal at Charleston, Illinois. He has been in business twenty-two years.

F. A. GRIMES, Sterling, Illinois, is President and Manager of the Moses Dillon Co, one of the oldest firms in the county in the lumber, coal and grain business. He has been connected with the trade for twenty-eight years. He was born at Gilman, Illinois, November 26, 1870.

JOHN GROOM, Belleville, Illinois, is the President of the Groom Coal Co. and has been engaged in the business for eleven years, having been connected formerly with the Consolidated Coal Co. He was born in Belleville in 1858.

WILLIAM PECK HABBERTON, Mt. Carmel, Illinois, has been in the retail coal business for about forty years. He was born in New York City March 3, 1847.

WILLIAM D. HALL is the proprietor of the W. D. Hall lumber and coal business at Harvard, Illinois. He also is a member of the firm of Hall & Eckert at Woodstock, Illinois. Mr. Hall has been in the business for forty-three years. He was born at Walworth, Wisconsin, September 3, 1850.

ROBERT L. HALLETT is President and Treasurer of the Tri-City Coal Co., wholesale coal merchants at Rock Island, Illinois. He has been connected with the coal business for twenty years and formerly was with the following concerns: New Kentucky Coal Co., Chicago Fuel Co., Hudson Coal Co. and Ender Coal & Coke Co. He was born at Wyandotte, Kansas, August 11, 1877.

F. W. MAX HAMMERSCHMIDT, President of the Hammerschmidt & Franzen Co. at Elmhurst, Illinois, has been a retail coal merchant seventeen years. He formerly was with the City Fuel & Supply Co. at Wheaton, Illinois. He was born at Naperville, Illinois, December 6, 1864.

WILLIAM HAMMERSCHMIDT, President and Treasurer of the Lombard Brick & Tile Co., Lombard, Illinois, was born in Naperville, Illinois, October 10, 1853, has been buying coal in the Chicago market over forty years, and has been in the coal business for himself since May, 1892. He has served as Treasurer of the Illinois and Wisconsin Retail Dealers' Association. Mr. Hammerschmidt is a well-known and successful coal merchant, has been Supervisor of the County in which he resides twenty-seven years, and is now represented in the Service by two sons.

CHARLES HANAN has been a retail coal merchant for nineteen years at Macomb, Illinois. He was born at White Cloud, Kansas, July 28, 1870.

HENRY PAUL HANSEN, Oak Park, Illinois, has been in the retail coal business nine years. He was born in Germany in 1881.

WILLIAM J. HARRIS is a retail coal merchant who has been in the business for about sixteen years at Watseka, Illinois. He was born September 12, 1871, at Culver, Indiana.

JAMES HADRICK HARSHMAN, Oregon, Illinois, is the proprietor of the J. H. Harshman Coal Co. He has been in the retail business for five years, formerly with the Indiana Coal Co. and H. D. Haight & Co. He was born in Maryland April 25, 1857.

FRED WILLIAM HELLER is Secretary-Treasurer and General Manager of the Jerseyville Ice & Fuel Co. at Jerseyville, Illinois, and has been connected with the business for five years. He was born at Jerseyville, April 1, 1876.

J. A. HENEHY is Manager for the Plainfield Grain Co. at Plainfield, Illinois, which has other yards at Caton Farm, Frontenac, Normantown and Wolfs, Illinois.

E. B. HERSCH of Hersch Bros., Polo, Illinois, was born in Montgomery County, Pennsylvania, April 29, 1852, and has been in the coal business about twenty years.

A. J. HERSCH of Hersch Bros., Polo, Illinois, was born in Montgomery County, Pennsylvania, November 15, 1866, and has been in the coal and lumber business since 1893.

WILLIAM HERTMAN, Mascoutah, Illinois, is Superintendent of the Kolb Coal Co. and has been connected with the coal industry for over thirty-one years. He formerly was with the Southern Coal, Coke & Mining Co. and with the Missouri & Illinois Coal Co. He has served as State Inspector of Mines for the Ninth Illinois District. He was born at Belleville, Illinois, November 18, 1872.

R. C. HILL, Manager of The Scranton & Big Muddy Coal Mining Co. at Marion, Illinois, has been in the business sixteen years. He was formerly with the Galatia Coal Co. at Galatia, Illinois. He was born in Salina County, Illinois, June 25, 1875.

HENRY ANTONE HILLMER is Secretary and Treasurer of The H. A. Hillmer Co., retail coal merchants at Freeport, Illinois. He is Vice President of the Hoefer Coal Co., Dixon, Illinois, and formerly was connected with Smith & Porter and H. J. Porter at Freeport. He has been connected with the coal trade since 1890 and passed practically all his life at Freeport.

WILLIAM M. HINMAN, Adair, Illinois, is Manager for the Farmers' Elevator & Produce Co. and has been in the coal business for nine years. He was born at Chariton, Iowa, January 4, 1866.

JOHN A. HOFFMANN is Manager for Hoffmann Bros., retail coal merchants at Wilmette, Illinois. He has been in the coal business for twenty-one years. He was born January 22, 1865, at Gross Point, Illinois. His partner, Philip Hoffmann, was born at Gross Point October 12, 1862.

A. H. HOLCOMB, Secretary-Treasurer of the Holcomb-Dutton Lumber Co. and a partner in Holcomb Bros., Sycamore, Illinois, was born in Sycamore July 7, 1875.

S. A. HOLCOMB, Sycamore, Illinois, is partner in the firm of Holcomb Bros. and President of the Holcomb-Dutton Lumber Co., both of Sycamore. He has been in the coal business for twenty-six years and formerly was with Shurtleff & Holcomb. He was born in Sycamore April 11, 1867.

C. O. HOLMBERG, 223 Highland Avenue, Rockford, Illinois, is proprietor and Manager of the Highland Lumber & Fuel Co. and has been in the business for three years. He was born in Sweden April 9, 1873.

WALTER EARL HOOTS is General Sales Agent for the Macon County Coal Co., Decatur, Illinois, and formerly was with the Manufacturers & Consumers Coal Co., as Northwestern Sales Agent, with headquarters at Waterloo, Iowa. He has been four years in the business. He was born at Arthur, Illinois, November 10, 1893.

JOHN H. HOWARD, Sales Manager of the Decatur Coal Co., 620 W. North St., Decatur, Illinois, has been in the coal business for fourteen years. He was born at Kenney, Illinois, June 7, 1870.

FRANK HUBENET, retail coal merchant at Joliet, Illinois, has been in the business for twenty-seven years. He was with Hunter & Curtis from 1886 to 1890. He is a native of Sweden and was born December 30, 1862.

WILLIAM HUBERS is President of the Rock Island Fuel Co. at Rock Island, Illinois, and has been in the coal business for thirty-eight years. He was born in Germany November 5, 1855. Mr. Hubers is one of the substantial and respected members of the coal trade.

GUY LANDON HUMPHREYS is Mining Engineer and Surveyor for the Toluca Coal Co. of Toluca, Illinois, and is doing similar work for other concerns. He has been connected with the coal business for thirty years, formerly with the coal mining department of the Atchison, Topeka & Santa Fé Railroad, acting as Chief Engineer for the company's coal properties. He was born at Auburn, New York, in 1862.

ELMER F. HUNTER, Chillicothe, Illinois, is General Manager for H. & E. F. Hunter and their affiliated companies and has been in the coal and lumber business for twenty-five years. He has served as a Director of the Illinois and Wisconsin Retail Coal Dealers' Association. He was born at Wheatland, Illinois, November 14, 1861.

E. M. HUNGERFORD, retail merchant at Loda, Illinois, has been in the coal business for over forty years. He was born in Ohio in 1848.

CHARLES W. HUSKINSON, 1125 Easton St., Alton, Illinois, is Secretary and Treasurer of the Mississippi Valley Coal Co. He has been connected with the coal business for thirteen years. He was born at Alton July 29, 1869.

LEONARD WARD INGHAM of Clinton, Illinois, is President of the Durham Coal Co., Galatia, Illinois. He was born at Waynesville, Illinois, November 25, 1880. Mr. Ingham is an attorney-at-law by profession.

D. P. JACKSON of Sesser, Illinois, is Superintendent of the Sesser Coal Co. and has been connected with the coal business for twenty-seven years. He was formerly with the Livingston Coal Co. He was born February 19, 1875, at Alton, Illinois.

J. H. JACOBSEN, Brocton, Illinois, has been in the retail coal business there for twenty-three years. He was born in Macon County, Illinois, December 19, 1871.

LOUIS J. JACQUOT, retail coal merchant at Warsaw, Illinois, has been in the coal business fourteen years. He formerly was connected with the Warsaw Hay, Grain & Coal Co. He was born February 27, 1865, at Warsaw.

OTTO JAEGER, proprietor of the Peoples Coal Co. at Chicago Heights, Illinois, has been in the business for fifteen years, formerly with the Chicago Heights Coal Co. He was born in Germany July 14, 1877.

MORTIMER M. JAMES, owner of the James Elevator at Greenup, Illinois, has been in the coal business for twenty-nine years. He was born at Ladoga, Indiana, November 18, 1861.

CHARLES EMMET JETER, a partner in the firm of Jeter & Jeter at Plano, Illinois, has been in the coal business for nineteen years. He was born in Roanoke, Illinois, March 3, 1875.

MORGAN W. JENKINS of Washington, Illinois, has been engaged in the retail coal business sixteen years. He was born in Washington November 27, 1861.

WILLIAM H. JENKINS of Danville, Illinois, has been in the retail coal business for the last twenty-one years and for seventeen years previously he was a coal miner in Ohio, Kentucky, Illinois and Missouri. He was born in Wales March 15, 1855.

AXEL JOHNSON, Kewanee, Illinois, is the owner of the Kewanee Ice & Fuel Co. and has been in the business for four years. He was born in Sweden March 5, 1868.

FRANK E. JOHNSON, owner of the Johnson Fuel Co., "Heat Dealers," Galesburg, Illinois, has been in the retail business for seventeen years, formerly with James C. Simpson & Co. He was born at Galesburg in 1868.

GEORGE HENRY JOHNSON, President and General Manager of the Consumers Coal & Ice Co., Peoria, Illinois, has been seven years in the business. He was formerly with the Maplewood Colliery Co. He was born in Norway June 10, 1884.

VERNER JOHNSON, Rockford, Illinois, is Secretary of the Johnson Lumber & Fuel Co. and has been in the business for eighteen years, formerly with the Seventh Street Fuel Co. at Rockford. He was born October 25, 1871, in Sweden.

A. C. JOHNSTON, senior partner of the A. C. Johnston & Son, has been in the retail coal business for twenty-five years at Joliet, Illinois. He was born October 14, 1849.

L. D. JONES, Secretary of the West Side Coal & Mining Co. at Coulterville, Illinois, has been connected with the coal industry for twenty-six years, formerly with the Coulterville Mining Co. He was born in Coulterville February 11, 1869.

FRANK F. JORGENSEN, Gillespie, Illinois, is Chief Engineer for the Chicago & Northwestern Railway coal properties and has been connected with the business for thirteen years. He was born at West Side, Iowa, September 29, 1880. He formerly was Chief Engineer for the Consolidated Coal Co. at Buxton, Iowa.

JOHN KALLGREN, President of the Streeter-Kallgren Lumber Co. at Grant Park, Illinois, has been in the business for twenty-three years. He was born October 2, 1857, in Sweden.

GEORGE F. KARBER, Rosiclare, Illinois, has been in the retail coal business at Rosiclare for five years. He was born at Karber's Ridge, Illinois, August 2, 1882.

FRED R. KENT is the owner of the business of E. Kent & Co. at Clinton, Illinois. He has been in the retail business for over thirty years. Emmett Kent, who died March 30, 1890, established the business in 1859. Fred R. Kent was born at Clinton, September 30, 1862, and is one of the well-known coal merchants of the state.

ROY HARRY KENTFIELD, Master Mechanic at Gillespie, Illinois, for the Superior Coal Co., has been connected with the business for eleven years. He was born at Givin, Iowa, November 18, 1887.

WILLIS D. KILGORE is Manager of the Kilgore Coal Co. at Danville, Illinois, and has been connected with the business since 1902. He was formerly with the Kelly Coal Co. and was born at Eugene, Indiana, September 18, 1880. He is Secretary-Treasurer of the Grape Creek Valley Mining Co.

WILLIAM RICHARD KING is a retail coal merchant at Keithsburg, Illinois, who has been in the business for twenty-seven years. He was born October 27, 1854, in New York City.

GUSTAF F. KIRCHHOFF, junior partner of Kirchhoff Bros. at Hampshire, Illinois, has been connected with the coal business for eighteen years. He was born at Leyden, Illinois, November 3, 1869.

HERMAN H. KIRCHHOFF, senior partner in the firm of Kirchhoff Bros. at Hampshire, Illinois, has been in the coal business since 1886, formerly with C. A. Franzen & Co. at Pingree, Illinois. He was born at Leyden, Illinois, January 27, 1861.

CORNWALL E. KIRKPATRICK is Manager of the coal business of C. E. Kirkpatrick & Co. at Anna, Illinois, and has been in the trade for thirty-six years. He was born at Point Pleasant, Ohio, January 10, 1852.

JOHN KLASNER, 111 Henry St., Alton, Illinois, is a retail coal merchant who has been in the business for sixteen years. He was born October 8, 1874, at Alton.

FRED R. KLUCKHOHN is the proprietor of the Fred R. Kluckhohn Coal Co. at Naperville, Illinois, which he took over May 31, 1917, as successor to C. J. Keller. Mr. Kluckhohn was born at Reddick, Illinois, November 21, 1891.

F. KOHL, Centralia, Illinois, is President of the Marion County Coal Co. The coal business is a side line with him, but his father was the pioneer in developing the coal mining industry in that field. Mr. Kohl was born in Centralia in September, 1865, and is in the banking business.

WILLIAM G. KORRELL, retail coal merchant at Melrose Park, Illinois, has been engaged in the business for nineteen years. He was born at Proviso, Illinois, January 2, 1872.

W. E. KREIDER has been a retail coal merchant at Tonica, Illinois, for twenty-six years. He was born at Wenona, Illinois, November 9, 1865.

WALTER C. KRIECKHAUS is Superintendent of the Carterville & Big Muddy Coal Co. at Herrin, Illinois, with which he has been connected for two years. He was formerly receiver for the Watson Coal Co. He was born in St. Louis, Missouri, September 25, 1882.

TELESPHORE LAFOND, senior member of the firm of T. Lafond & Son, Kankakee, Illinois, has been in the retail coal business over twenty years. He was born in Canada, April 22, 1847. His son, Sylva Lafond, is the junior member of the firm. The latter was born December 22, 1874.

HENRY LANDEAU is the proprietor of a retail coal business at Mendota, Illinois, and has been there for over twenty-two years. He was born July 28, 1861, in New York City.

CHARLES LOUIS LEITNER, Pekin, Illinois, is President of the German Coal Co. and has been in the retail business ten years. He was born in Illinois November 29, 1870.

R. ALFRED LIGHT has been in the retail coal business at Christman, Illinois, for twelve years. He was born at Christman in 1874 and is well known in the trade.

WILLIAM L. LIMAGE, Salesman and Manager for the coal firm of Limage Bros. at Hanover, Illinois, has been connected with the business for eighteen years. He was born at Hanover, August 25, 1866.

AUGUST C. LOHMANN, Secretary and Treasurer of the Abbey Coal Corp. at Collinsville, Illinois, has been in the business for eleven years, formerly with the Collinsville Ice & Fuel Co. He was born September 22, 1883, in Madison County, Illinois.

FRANCIS A. LONGNECKER, retail coal merchant at Kinderhook, Illinois, has been in the business for over thirty years. He was born at Kinderhook August 6, 1861.

C. H. LUCAS is a partner in the National Fuel Co. at Galesburg, Illinois, and Manager of one of its coal yards. He was formerly connected with the Spoon River Coal Co. and has been in the business for fifteen years. He was born in Illinois in 1872.

A. J. LUNDAHL is President of the Lundahl Bros. Fuel & Contracting Co., Moline, Illinois, and has been in the retail coal business nine years. He was born in Moline April 14, 1880.

R. H. LUNDAHL is Secretary of the Lundahl Bros. Fuel & Contracting Co., Moline, Illinois. He has been connected with the retail trade for nine years. He was born at Moline October 31, 1888.

W. E. LYON, Carthage, Illinois, is the owner of the business of W. E. Lyon & Co. and has been in the retail trade for sixteen years. He was born April 5, 1872, at Burlington, Iowa.

JOHN R. MacFARLAND, General Manager of Sales for the O'Gara Coal Co., Chicago, Illinois, resides at Wilmette, Illinois. He has been engaged in the coal business for twenty-five years, formerly with Coxe Bros. & Co. and the Weaver Coal Co. He was born in Chicago June 24, 1874.

GRANT MADEN, retail coal merchant at Winchester, Illinois, has been in the business for eight years. He was born at Oregon, Illinois, February 28, 1865.

RALPH C. MANNING, retail coal merchant at Warrenville, Illinois, has been in the business for eleven years. He was born in Warrenville June 5, 1879.

C. L. MARKEE is proprietor of the Markee Fuel Co. at Moline, Illinois, having purchased the Moline Fuel Co. February 1, 1917. He has been connected with the coal business for sixteen years, formerly with Butzer & Markee at Hillsdale, Illinois. He was born at Erie, Illinois, July 16, 1876.

ELI MASON, Athens, Illinois, began his career in the coal industry when he was a boy of eleven years in England, where he was born in 1860. He is now General Superintendent for the Athens & Dawson Coal Co., Athens, Illinois, and was formerly with the following: Citizens Coal Co., Sangamon Coal Co., Clear Lake Coal Co. and Wabash Coal Co. He says that boys in the mines of England saw daylight only once a week, when mother called them for Sunday dinner.

JOHN T. MAULE, sole owner of the John T. Maule Coal Co., 37 Missouri Ave., East St. Louis, Illinois, has been in the coal business thirteen years, formerly with the F. Maule Coal Co. nine years. He has served as Secretary of the East St. Louis Retail Coal Dealers' Association. He was born September 3, 1890, in Belleville, Illinois. He is the third generation of the Maule family to be in the coal business.

T. P. MAUTZ, retail coal merchant at Stewardson, Illinois, has been doing business for thirty years. He was born in this country in 1860.

WILLIAM LEWIS McCLOUD, retail coal merchant at Sheldon, Illinois, has been in the retail trade for seventeen years, formerly as a traveling salesman for H. W. Lynch of Peoria. He was born at Worthington, Ohio, September 19, 1859.

WILLIAM J. McCOY owns a retail coal yard at Thomson, Illinois, and has been in the business for fifteen years. He was born at Princeton, Iowa, December 18, 1871.

JAMES McCREDIE, Aurora, Illinois, has been in the coal business eighteen years. He was born in Wigtonshire, Scotland, October 4, 1859. His son, James David McCredie, was born in Earlville, Illinois, January 22, 1892, and formerly managed the business at Aurora. He was graduated from Cornell University in 1915, and admitted to the bar at Chicago, after which he learned the coal business, working for his father. He enlisted in the U. S. Navy in May, 1917, was in training at Newport, R. I., and is now on the United States battleship New York in foreign service. Mr. McCredie is a 33° Mason and is Deputy Grand Commander of the Grand Commandery, Knights Templar, of Illinois.

JOHN McDERMAID, 212 N. Madison Street, Rockford, Illinois, is a retail coal merchant who has been doing business for twenty-one years. He was born in Scotland in 1842.

D. C. McDILL, coal merchant at Biggsville, Illinois, has been in the business for thirty-four years. Formerly he was manager for J. C. McDill, but since 1916 has been in business for himself. He was born August 9, 1847, at Biggsville.

LEONARD IRASON McFARLING, President of the firm of McFarling & Sons, Marshall, Illinois, has been in the coal business for about two years. He was born in Clark County, Illinois, January 12, 1868.

EDWIN B. McKOWN, retail coal merchant at 1401 Second Avenue, Rock Island, Illinois, has been in the business for twenty-nine years, formerly with E. G. Frazer. He was born at Davenport, Iowa, March 17, 1858.

HARRY McMANUS, retail coal merchant at Kinsman, Illinois, has been in the business for fourteen years. He was born at Peoria, Illinois.

WILLIAM HENRY McNEES, Sidell, Illinois, is a retail coal merchant who has been in the business fourteen years at Hildreth, Illinois. He was born in Vermilion County, Illinois, July 30, 1860.

H. G. MEIERKORD is Manager of the C. H. Meierkord Coal, Wood & Ice Co. at Quincy, Illinois, and has been in the retail business for himself for eight years. He was born at LaGrange, Missouri, January 27, 1868.

B. B. METCALF, Manager for E. J. Metcalf, retail coal merchant at Normal, Illinois, has been in the business for five years. He was born at Normal October 16, 1891.

HENRY MEYER has been in the retail coal business for three years at Pecatonica, Illinois. Formerly he was for fifteen years with W. J. Bucklin. He was born at Nortmoor, Germany, January 24, 1880.

EDWARD MICHAELIS, Belleville, Illinois, is President of the Pittsburgh Mining Co. and has been connected with the coal industry for seventeen years, formerly with the Lenz Coal & Mining Co., filling the position of Superintendent. He was born at Belleville in September, 1881.

NEAL MIKESELL, Rock Island, Illinois, is Sales Manager for the Rock Island Fuel Co. and has been connected with the business for fourteen years. He was born February 19, 1883, at Troy, Ohio.

A. JUDSON MILES, retail coal merchant at Mt. Carroll, Illinois, has been in the business for seventeen years. He was born in Mt. Carroll in 1870.

ALBERT H. MILLER, 511 Bonnie Brae, River Forest, Illinois, is Secretary-Treasurer of the Union Coal Co. of Danbury, Connecticut, and has been interested in the coal business for sixteen years. He was born at Terryville, Connecticut, January 23, 1864.

FRED A. MILLER, Manager F. A. Miller Lumber Co., Gibson City, Ill., was born in Germania August 7, 1881, and has been retailing coal for three years.

JOSEPH E. MILLER has for twenty-five years conducted his retail coal business at Milledgeville, Illinois. He was born in Pennsylvania October 16, 1861.

RALPH B. MITCHELL, Johnston City, Illinois, is General Superintendent of the Ernest Coal Co. and of the Marion & Pittsburgh Coal Co. He has been connected with the coal business for thirteen years and formerly was with the Franklin Coal & Coke Co. and the Cambria Coal Co. He was born at Plains, Pennsylvania, February 5, 1886.

GEORGE S. MONSER is President of the Wenona Coal Co. at Wenona, Illinois, and has been in the business for thirty-six years. He was born at Wenona October 3, 1866. The company was established by his father, Edward L. Monser, who sunk the mine about thirty-six years ago.

WILLIAM E. MONSER is Vice President of the Wenona Coal Co. at Wenona, Illinois, and has been its Secretary and Treasurer for twenty-seven years. He has been with the same company for twenty-nine years. The mine was sunk by his father, Edward L. Monser, in 1882. He was born in Wenona August 1, 1869.

CLAUDE LEAVETTE MOORE, senior member of the firm of C. L. & H. C. Moore, retail coal merchants at Kankakee, Illinois, has been in the business for fourteen years. He was born at Kankakee May 21, 1859. Mr. Moore is considered an authority on bookkeeping and cost of handling coal at retail.

GILBERT G. MOORE is Manager of the Lone Star Coal Co. at Carriers Mills, Illinois, and has been in the business for six years. He was born in Dubois County, Indiana, January 18, 1884.

DAVID J. MORRIS, retail coal merchant at Big Rock, Illinois, has been in the business for twenty-six years. He was born at Delafield, Wisconsin, April 27, 1863.

HOWARD W. MORRIS, President of the Sharon Coal & Brick Co. at Georgetown, Illinois, has been in the business for eleven years and is also engaged in selling coal lands. He was born at Colonia, Indiana, April 17, 1871.

FRANK MOSHER, senior partner in the coal firm of Mosher & Embree, DeKalb, Illinois, has been in the retail business for about twenty-seven years. He has served as President of the Illinois and Wisconsin Retail Coal Dealers' Association. He was born in DeKalb County, Illinois, July 4, 1865, and is well-known in both coal and lumber circles.

THOMAS MOWE is Superintendent of the Peoples Coal Co. at Lebanon, Illinois, and has been engaged in the business for eight years. He was born at Birkers Station, Illinois, April 18, 1879.

EDWARD MURPHY, retail coal merchant at Lexington, Illinois, has been in the business for twenty-five years. He was born at Lexington October 8, 1860.

GRANVILLE J. MURPHY of Mound City, Illinois, is one of the oldest retail coal merchants in southern Illinois, having been in the business for over thirty years continuously. He is President of the Mound City Ice Mfg. & Coal Co., which he organized about twenty years ago. He was born at New Madrid, Missouri, April 23, 1859. His son, L. A. Murphy, was born at Mound City, July 20, 1880, and has been associated for twenty years in the business, of which he is in active management.

ELIZABETH W. NEHRHOOD, 106 Sixth Avenue, Sterling, Illinois, is the Owner and Manager of the Peoples Ice & Coal Co. Miss Nehrhood has been in the business four years and has been very successful.

FRED D. NELLIS, Secretary and Treasurer of the Fred D. Nellis Coal Co., Cairo, Illinois, has been connected with the coal business twenty years, formerly as a member of the firm of McCarthy & Nellis. He was born in Cairo July 2, 1876. Mr. Nellis is City Commissioner and County Treasurer and has extensive farming interests.

THOMAS ASHCROFT NICHOLSON is the President and General Manager of the Nicholson Bros. Coal Co. at Nashville, Illinois, and has been in the business for eleven years. He was formerly with the Nicholson Mining & Mfg. Co. of Henderson, Kentucky. He was born at Philipsburg, Pennsylvania, December 25, 1886.

AUGUST NOVOTNY of LaGrange, Illinois, is the proprietor of the Spring Valley Water, Ice & Coal Co. and has been in the business for three years. He was born in Bohemia August 28, 1873.

WESLEY J. OTT, Walnut, Illinois, has been in the retail coal business at Walnut forty-four years, formerly with C. H. Adams & Co. and with Ott & Hockenbury. He was born in Frederick County, Maryland, June 21, 1836.

CHARLES V. PARKER, President of the Chas. V. Parker Co., coal merchants at Harrisburg, Illinois, has been in the retail business for eleven years. He was born in Hardin County, Illinois, March 23, 1872.

ROBERT H. PATCH, Manager for the coal firm of Patch Bros. at Glen Ellyn, Illinois, has been connected with the business for seven years. He was born at Towanda, Pennsylvania, November 17, 1867.

J. H. PATTERSON, President of the J. H. Patterson Co., Marengo, Illinois, coal merchants, has been engaged in the business thirty-two years and his company now operates six coal yards in Northern Illinois. He was born in Marengo May 6, 1860.

WARREN PENWELL, Secretary-Treasurer of the Penwell Coal Mining Co., Pana, Illinois, has been in the coal business for over twenty-eight years. He was born in Pana February 6, 1869.

HERMAN C. PERRY, Hillsboro, Illinois, is General Superintendent of the Chicago & Eastern Illinois Railroad coal properties and for thirty-two years has been connected with the coal business, formerly with Donk Bros. Coal & Coke Co. He has been Illinois State President of the United Mine Workers of America. He was born at Hunter, Ohio.

EDGAR THOMAS PETTYS, 507 West Park St., Urbana, Illinois, is Commission Salesman for the Sharon Coal & Brick Co. and has been connected with the coal business for five years. He was formerly with the Moore & Pettys Coal Co. He was born in Iroquois County, Illinois, September 4, 1855.

FRED S. PFAHLE, Belleville, Illinois, is General Superintendent of the Southern Coal, Coke & Mining Co. and has been connected with the industry for thirteen years. He has served as First Vice President of the Illinois Mining Institute. He was born August 18, 1883, at North McGregor, Iowa.

CHARLES A. PIERCE, owner of the business of the C. A. Pierce Lumber Co. at Le Roy, Illinois, has been connected with the business for eighteen years. He was born at West Port, New York, January 14, 1868.

JOSEPH C. PIERCE has been a retail coal merchant at Malta, Illinois, for twenty-nine years. He was born April 23, 1844, at Grahamsville, New York.

JOHN LOUIS PIPE, Quincy, Illinois, is a retail coal merchant who has been connected with the business for twenty-seven years. He formerly was with E. W. Trowbridge at Quincy and with the Wabash Coal Co. for eleven and six years respectively. He was born at St. Louis, Missouri, August 18, 1877.

ROBERT POGUE is senior partner in the Pogue Lumber Co. at Paw Paw, Illinois, which company has a retail yard at Waterman, Illinois. He has been in the business thirty-four years, formerly with M. J. Pogue & Sons and with Pogue Bros. Lumber Co. He was born in Oswego, Illinois, January 9, 1862.

CHARLES POINTON, 1028 North Richland St., Belleville, Illinois, is Secretary and Sales Agent for the New National Coal & Mining Co. and has been in the business for six years. He was born in Belleville July 12, 1884.

J. V. PRICE, coal merchant at Casey, Illinois, has been in the business for thirty-one years, and formerly was connected with the firm of Sanford Price & Co. He was born in Licking County, Ohio.

LEE W. RAILSBACK is Manager of the coal firm of Railsback Bros. at Weldon, Illinois. He has been identified with the business for fifteen years and formerly was with B. T. Railsback Sons. He was born at Hopedale, Illinois, August 13, 1879.

ROY J. RAILSBACK, Hopedale, Illinois, has been in the retail coal business all his life and is the President and Manager of B. T. Railsback Sons at Hopedale. He was born at Hopedale, December 1, 1877.

WILLIAM S. RANKIN, retail coal merchant at Windsor, Illinois, has been in the retail trade for twenty years. He was born at Windsor in 1866.

D. EUGENE RAYMOND, Dixon, Illinois, is Manager of the business of D. B. Raymond & Son, and has been in the coal trade since October, 1903. He was born at Tecumseh, Michigan, in July, 1861. D. B. Raymond, senior member of the firm, died at the age of eighty-two in October, 1915.

WILLIAM REEB, Belleville, Illinois, is Secretary and Treasurer of the Lattmann-Reeb Coal Co. and has likewise been interested in the Reeb Coal Co., which was recently sold to the Radium Coal Co. Mr. Reeb has been in the coal business for over thirty years. He was born at Belleville August 15, 1865.

CLAUS F. REIMERS is senior partner of the Reimers Feed & Coal Co. at 2231 B St., Granite City, Illinois, and has been in the business for five years. He was born in Germany, March 7, 1855.

HENRY W. REIMERS is a junior partner of the Reimers Feed & Coal Co. at Granite City, Illinois, and has been connected with the business for five years. He was born at Watertown, North Dakota, October 26, 1888.

WILLIAM REINWALD, retail coal merchant at Carmi, Illinois, has been engaged in the business for nine years. He was born at Burnt Prairie, Illinois, October 27, 1861.

C. W. RENNER, owner of Renner's coal yard at Mt. Pulaski, Illinois, has been three years in the business. He was born at Mt. Pulaski in 1877.

EUGENE E. RESLER, Manager of the Heaton Farmers' Grain Co. at Hoopeston, Illinois, has been in the business for three years. He was born at Odin, Illinois, March 4, 1886.

FREDERICK W. REUTER is executive head of the coal firm of Hazen & Reuter at Dewey, Illinois, and has been in the business for eight years. He was born in Germany March 21, 1889.

O. H. RHODES, Vienna, Illinois, is a member of the firm of Rhodes & Son and has been engaged in the retail coal business for thirteen years. He was born January 19, 1862, at Wabash, Indiana.

H. CLAIR RINGLE is Manager for William Ringle & Co., coal merchants at Cambridge, Illinois. He has been in the business for eleven years. He was born in Cambridge, July 3, 1883.

BEN D. ROBERTS, 324 Sumner Street, Streator, Illinois, is Vice President and General Manager of the Heenanville Coal Co. Formerly he was connected with the following: Starr Coal Co., Oglesby Coal Co., Virden Coal Co., and has served as State Inspector of Mines in Illinois. He was born in Wales in 1858.

F. H. ROCKWELL, Rock Island, Illinois, is President of the Rockwell Ice & Fuel Co. and has been in the business nine years. He was born in Geneseo, Illinois.

HERMAN J. ROHR, Alexis, Illinois, is the owner and Manager of Rohr's coal mine and has been in the business since 1899. He was a member of the firm of Cook & Rohr from that year until 1906, when Mr. Cook retired. Mr. Rohr was born in Germany February 8, 1863.

RALPH A. ROLLO, Murphysboro, Illinois, is a civil engineer for the Sunnyside Coal Co. and other concerns. He has been connected with the coal industry for ten years. He was born at Streator, Illinois, September 21, 1882.

CLYDE P. ROSS, Kenilworth, Illinois, is Contracting Manager connected with the Roberts & Schaefer Co. of Chicago. He was born at Rockford, Illinois, December 3, 1882.

HORACE B. ROWE, SR., Kenney, Illinois, is President of the Kenney Elevator Co. He has been in the grain business for twenty-five years and in the coal business for seven years. He was born at New Haven, Connecticut, in 1852.

HORACE B. ROWE, JR., is Manager of the Kenney Elevator Co. at Kenney, Illinois, and has been in the coal business for twelve years. He formerly was with the Hartsburg Grain, Coal & Lumber Co. and the Colfax Grain Co. He was born at New Haven, Connecticut, September 10, 1878.

CHARLES ROWLAND, Belleville, Illinois, is Mine Boss for the Oakdale Coal & Mining Co. and has been engaged in the coal mining industry for fifty-six years, starting in England, where he was born June 14, 1846. Formerly he was Mine Manager at the Walnut Valley mine. He also served three years as Mine Inspector.

CARROLL A. RUCKEL is the Owner and Manager of the retail coal business of A. D. Ruckel & Son at White Hall, Illinois, and he has been in business sixteen years. He was born at White Hall April 9, 1872. The business was established about the year 1900 by A. D. Ruckel, his father, who died June 7, 1911.

ERNST RUEHL has been engaged in the retail coal business for thirty-eight years, during the past twelve years at Chatsworth, Illinois. He formerly was connected with the following concerns: E. Ruehl & Co., Storm Lake, Iowa; Crocker Elevator Co., Decatur, Illinois; Shellabarger Elevator Co., Decatur, Illinois, and the Maroa Lumber Co., Maroa, Illinois. He was born in Decatur, Illinois, September 9, 1863.

WILLIAM H. RUSSELL, retail coal merchant at Gillespie, Illinois, has been in the business for eleven years. He was born in Iowa.

C. H. RUSSUM, a coal merchant at Heyworth, Illinois, has been in the retail business for five years and was at one time a member of the firm of Casey & Russum. He was born in DeWitt County, Illinois, September 28, 1873.

W. J. SACKMAN, Waukegan, Illinois, is Secretary-Treasurer of the North Chicago Lumber & Coal Co. and has been engaged in the business for twelve years. He was born in Waukegan December 7, 1874.

CASPER F. SALM is Sales Manager for the Jones & Adams Coal Co., 1028 Jefferson Building, Peoria, Illinois, and has been in the business for eight years. He was born at Peoria, March 3, 1889. He has many friends in the trade.

WILLIAM M. SANFORD, Freeport, Illinois, is senior member of the Sanford & Zartman Lumber Co. and is in charge of the fuel department. He has been in the business for twenty-three years, part of the time with the Taylor Coal Co. He has served as President of the Illinois and Wisconsin Retail Coal Dealers' Association for two terms and has been a member of the Board of Directors for three years. He was born at Watertown, Wisconsin, April 17, 1868.

ALBERT H. SCHAEFER, retail coal merchant at Marine, Illinois, has been in business for seven years. He was born at Marine in 1867.

FRED T. SCHERER, Ottawa, Illinois, is the owner of the retail coal business which he has been engaged in for twenty-eight years. Formerly he was President of the La-Salle County Coal Bureau. He was born at Ottawa in August, 1865. His son, Fred Scherer, Jr., has managed the office for six years.

BRUNO SCHETTLER, General Manager of the Benton Coal Co. at Benton, Illinois, has been in the coal business for twenty-seven years. He was formerly connected with the Peabody Coal Co., the Jones & Adams Coal Co., and the Illinois Collieries Co. He was born in Saxony, Germany, March 25, 1877.

EILERT W. SCHMIDT, retail coal merchant at 113 Henry St., Alton, Illinois, has been identified with the business for eleven years, having formerly been connected with the Dorsey Fuel Co. He was born July 27, 1847, in Germany.

W. E. SCOTT has for eight years been a retail coal merchant at Denver, Illinois. He was born at Denver July 3, 1878.

HERMAN L. SEEKAMP, Chief Electrician for the Superior Coal Co., at Gillespie, Illinois, has been connected with the business for fifteen years. Formerly he was with the Madison Coal Corp., the Staunton Mt. Olive Coal Co. and the Black Diamond Coal Co. He was born at Alton, Illinois, May 26, 1876.

LOUIS W. SENSENEY of Auburn, Illinois, is President of The Auburn & Alton Coal Co. and also President of the Niantic Mining Co. He has been engaged in the coal industry for over twenty years. He was born at Bloomington, Illinois, May 31, 1869.

CLAUDE H. SEYMOUR is head of the coal firm of C. H. Seymour, 110 Douglas Ave., Elgin, Illinois, and has been engaged in the retail business for nine years. He was born at Fredonia, Kansas, May 25, 1882. Mrs. W. H. Seymour, widow of W. H. Seymour, who for twelve years was in the retail coal business at Elgin, is a partner in the firm.

J. M. SEYMOUR, Benton, Illinois, is President of the Franklin County Mining Co. Mr. Seymour was a pioneer in the development of coal mines in Franklin County, Illinois, and has opened up and equipped five large mines in this field since 1903. The following are the mines and the companies with which he has been connected: Dering Coal Co., No. 11, at West Frankfort, Illinois; Benton Coal Co., Hart-Williams Coal Co., Middle Fork Mining Co., now owned by the United States Fuel Co., and the Franklin County Mining Co., mines all near Benton, Illinois. He was born at Knobnoster, Missouri, October 21, 1869.

GLENN A. SHAFER is Superintendent of the Pana Coal Co. at Pana, Illinois, and has been connected with the coal business for eleven years. He has been Mining Engineer with the following companies: Centralia Coal Co. at Centralia, Bell & Zoller Mining Co. at Zeigler, Moweaqua Coal Mining Co. at Moweaqua, and Assumption Coal & Mining Co. at Assumption, all of Illinois. Mr. Shafer was born in Assumption September 23, 1888.

SILAS AMBROSE SHAFER, Assumption, Illinois, is President and General Manager of the Assumption Coal & Mining Co., Inc., and holds similar positions with the Pana Coal Co. of Pana, Illinois, and the Moweaqua Coal Mining & Manufacturing Co. of Moweaqua, Illinois. Mr. Shafer has attended every convention of the coal miners and operators in Illinois and took a leading part on the side of the operators in settling the strike in September, 1906. He has been identified with the coal industry for over thirty years. He was born near Lancaster, Ohio, November 7, 1851. He has been a member of the Executive Board of the Illinois Coal Operators' Association since its organization, representing the Fourth District.

WILLIAM F. SHAMBO, Aurora, Illinois, has filled the position of Manager of the Fox River Supply Co. ten years, having previously held the office of Treasurer four years. He is a Director of the Illinois and Wisconsin Retail Coal Dealers' Association and President of the Kane County Fuel Merchants' Bureau. Mr. Shambo was born in Aurora September 25, 1862.

E. L. SHAVER is a member of the firm of Putnam & Shaver, coal merchants at Martinton, Illinois, and has been in the business for four years. He was born in Illinois August 13, 1886.

CHARLES SHELBY has been in business for about fifteen years as a retail coal merchant at Paxton, Illinois. He was born in Plattsville, Ontario, September 17, 1864.

GEORGE E. SHOEMAKER of the Shoemaker-Place Fuel Co., at Freeport, Illinois, has been for about two years in the retail business, prior to which he was engaged in coal mining, owning a half interest in one mine. He was born in Pennsylvania in 1855.

CHARLES H. SIMONDS is the sole owner of the Simonds Coal & Ice Co. at Momence, Illinois, and has been ten years in the business. He was born in Momence.

ROY C. SIMPSON, North Chillicothe, Illinois, was born in Milton, Iowa, January 12, 1889, and has been in the coal business three years.

ALBERT FRANCIS SMITH, Carbondale, Illinois, is Manager and principal shareholder in the firm of A. F. Smith & Co. He has been in the retail coal business for eleven years. He was born at Houston, Missouri, November 21, 1873.

EARL SMITH, retail coal merchant at Virginia, Illinois, has been in the business for thirteen years, formerly with his father. He was born February 24, 1881, at Jacksonville, Illinois.

J. W. SMITH is Manager of the Hebron Lumber Co., Hebron, Illinois, which is a branch of the Tibbetts-Cameron Lumber Co. of Milwaukee, Wisconsin. He has been connected with the business for fourteen years. He was born at Hebron February 11, 1879.

JOSEPH C. SNYDER has been a retail coal merchant at Fulton, Illinois, since 1881. He was born in Fulton November 14, 1857.

MICHAEL SPARKS, retail coal merchant at St. Francisville, Illinois, has been in the business for seven years and is forty-six years old. He was born in Illinois.

EDWARD H. STASSEN is Manager and partner in the coal business of D. Stassen & Son at Peotone, Illinois, which was established in 1881. He became a member of the firm in 1902. He was born at Peotone May 28, 1872. D. Stassen, founder of the business, passed away December 16, 1916.

JAMES STANNERS STEELE is Mine Superintendent for the St. Paul Coal Co. at Granville, Illinois. He has been in the coal mining industry for about forty-three years and formerly was connected with the Spring Valley Coal Co. at Spring Valley, Illinois. He was born at Boness, Scotland, January 3, 1866.

AUGUST STEINER of the coal firm of Aug. Steiner & Son, Homewood, Illinois, has been in the retail coal business between thirty and thirty-five years, formerly with Otto H. Hedrich & Co. and the Mitchell & Dillon Coal Co., Chicago. He has the honor of being Homewood's first retail coal merchant. He was born April 15, 1832, in Germany.

ALBERT F. STEVENS has been the Owner and Manager of a retail coal business at Sandwich, Illinois, for nine years. He has been connected with the coal trade for twenty-one years, twelve years with the Alexander Lumber Co. and E. Doan and the last nine years for himself. He was born at Clinton, Wisconsin, August 24, 1866.

ALLISTER KNOX STEWART, JR., 1113 Troy Road, Edwardsville, Illinois, Northern Division Engineer for the Madison Coal Corp., was born December 1, 1887, in Washington, Missouri. Previous to his present position he was Mining Engineer six years for the Willis Coal & Mining Co.

HENRY WYLIE STEWART, Monmouth, Illinois, is Treasurer of the Silver Creek Colliery Co. and has been in the business for six years. He was born at Bloomington, Indiana, August 29, 1882. W. W. McCullough is Vice President and General Manager of this company.

WILLIAM AUGUSTUS STOECKLE owns his retail coal business at Sterling, Illinois, where he has been in business ten years. He was born in Sterling October 6, 1868.

GEORGE W. STOUT of Jacksonville, Illinois, has been in the retail coal business for twenty-two years. He was born near Jacksonville February 23, 1858.

DONALD STUART STRATTON, 947 South Boulevard, Oak Park, Illinois, is Manager of the local division of the Consumers Co. of Chicago, with offices at 103 Marion St., Oak Park. He has been connected with the coal business for ten years. He was formerly Secretary of Delos Hull & Co., Oak Park. He was born at Conotton, Ohio, January 9, 1877.

ELROY C. STREETER, Secretary and Treasurer Streeter-Kallgren Lumber Co., Grant Park, Illinois, has been in the business sixteen years. He was born at Grant Park June 7, 1862.

EDWARD SUPPIGER is Secretary and Treasurer of the Helvetia Fuel & Supply Co. at Highland, Illinois, and has been connected with the business for eight years. He was born at Highland January 12, 1872.

LOUIS EDWARD SUTTON, Canton, Illinois, is Manager for the coal firm of Sutton & Moore. Formerly he was with the firm of J. L. Sutton & Son and has been in the business for twenty-one years. He was born at Canton February 12, 1875.

WILLIAM SWORDS, Director of the Crescent Coal Co., 1100 W. Washington St., East Peoria, Illinois, has been connected with the business for ten years and is engaged in handling stripped coal. He was born in Peoria February 8, 1881.

BENJAMIN B. TAYLOR, Catlin, Illinois, is President and Manager of the Taylor-English Coal Co. and President of the Indiana Semi-Block Coal Co., the Danville Collieries Coal Co., and the Chicago Collieries Co. He has been connected with the business eleven years. He was born in Catlin January 4, 1878.

BENTLEY W. TAYLOR is President of the Farmers Grain, Fuel & Supply Co. at Macomb, Illinois, and has been connected with the business for two years. He was born at Oxford, Pennsylvania.

FRANK E. TAYLOR is an Electrical Engineer for The Assumption Coal & Mining Co., at Assumption, Illinois, and has been connected with the business for fifteen years. He was born at Mason City, Illinois, November 25, 1873.

HEBER L. TIBBITS is President and Manager of Tibbits, Inc., retail lumber and coal merchants at Sycamore, Illinois, and has been in the business fourteen years. Formerly he was with the Tibbits-Cameron Lumber Co. at Milwaukee, Wisconsin. He was born at Andover, New Brunswick, June 3, 1872.

WALTER B. TIFFANY, Cerro Gordo, Illinois, is Manager of the Cerro Gordo Grain & Coal Co. and has been in the retail coal business twelve years. He formerly was with the Farmers' Elevator Co. at Oneida, Illinois. He was born in Livingston County, Illinois, June 2, 1862.

MARIEN F. TOBERMAN, Manager of the M. F. Toberman Grain Co., Fillmore, Illinois, has done a retail business for thirty years. He was born at Fillmore July 15, 1861.

BEN. I. TOBIAS, Manager of the H. A. Robinson Fuel Co., 601 South Water Street, Peoria, Illinois, has been in the coal business for nine years. He was born at Peoria, June 24, 1891.

FRANK L. TORRANCE, retail coal merchant at Abingdon, Illinois, has been in the business twenty-six years. He was born in Warren County, Illinois, August 29, 1869.

F. M. TYLER, retail coal merchant at Elmwood, Illinois, has been engaged in the business for thirteen years. He was born May 8, 1852.

EARLE W. VANCE is a member of the coal firm of Greer & Vance at Seaton, Illinois, and has been in the business for two years. He was formerly with A. L. Duncan & Sons. He was born at Seaton May 26, 1886.

HERBERT J. VOS is the Secretary and Manager of the Antioch Lumber & Coal Co. at Antioch, Illinois. He was formerly Manager for the Wilbur Lumber Co. in the yard at Silver Lake, Wisconsin, and has been in the business nine years. He was born in Burlington, Wisconsin, March 1, 1892.

JOSEPH R. WAGNER, retail coal merchant at Metamora, Illinois, has been in the business for sixteen years. He was born in 1867 at Spring Bay, Illinois.

RUFUS WALKER of Rufus Walker & Sons, Moline, Illinois, has been in the retail business twenty-nine years. He was born December 10, 1839, in Williamstown, Vermont. His son, F. B. Walker, has been connected with the business during most of the time since it was established. He was born in Edgington, Illinois, November 27, 1865.

DANIEL WARD, Secretary of Harrison, Ward & Co., Clinton, Illinois, has been in the coal business for three years. He was born at Bloomington, Illinois, September 28, 1859. J. A. Harrison, President of the company, has been in the business for many years.

ROBERT RUSSELL WARD, Benton, Illinois, is Treasurer of the Franklin County Mining Co.; is interested likewise in the Benton Coal Co., of which he formerly was the Secretary; and also assisted in the development of the Middle Fork Mining Co., which he sold to the United States Steel Corporation. He was born at Benton August 9, 1879.

W. ALFRED WEEKS is managing partner of The Weeks Coal Co. at Sterling, Illinois, and has been in business fifteen years. Formerly he was with the Moses Dillon Co. He was born in Lee, Illinois, July 10, 1884.

F. E. WEISSENBORN of Staunton, Illinois, has been in the coal industry for forty-eight years and is the Superintendent for the Consolidated Coal Co. of St. Louis. He was born at Belleville, Illinois, in 1860.

JOHN WICKLUND is Manager of the Plow City Fuel Co., 253 Second St., Moline, Illinois, and has been connected with the business for three years. He formerly was with the Twin City Coal Co. for ten years as Manager and bookkeeper. He was born in Sweden March 26, 1877.

D. D. WILCOX, Gillespie, Illinois, is Assistant Superintendent of the Superior Coal Co. and has been connected with the business for fifteen years. He formerly was with the Consolidated Coal Co. at Buxton, Iowa. He is Vice President of the Illinois Mining Institute. He was born at Oskaloosa, Iowa, July 12, 1886.

S. E. WILKINSON, Secretary of the Kankakee Ice, Feed & Fuel Co. at Kankakee, Illinois, has been in the business for eight years. He was born May 22, 1886, at Sheldon, Illinois.

W. M. WILLETT, 36 Lincoln Way, Aurora, Illinois, is General Manager of the Illinois Commercial & Mining Co., whose business is primarily gas and coke ovens, the latter being located at Joliet, Illinois. The company purchased the Rex mine at Ethel, West Virginia, in order to furnish coal for the manufacture of coke.

BENJAMIN S. WILLIAMS is a retail coal merchant at Sheffield, Illinois, who has been in the business for twenty-six years, formerly with B. F. Williams & Son and B. S. Williams & Co. He was born at Sheffield in April, 1867.

FREDERICK WILMS of Quincy, Illinois, is President of the Wabash Coal Co., which was organized by him in 1880 and of which he has served as President and General Manager ever since. He has been connected with the coal industry for forty-seven years, and formerly was Cashier of the Western Coal & Mining Co. at Springfield, Illinois, becoming the Manager in 1875. He was born in Prussia, October 25, 1842, and raised in Illinois.

W. S. WILSON, President of the Ritchey Coal Co. at Pinckneyville, Illinois, is also interested in the Bessemer Coal & Mining Co. and has been in the business for over twenty years. He was formerly Vice President of the Scott-Wilson Coal Co. and the New Ohio Washed Coal Co. and has been President of the White Walnut Coal Co., the Carterville Mining Co. and the Bessemer Coal Co. He has served on the Executive Committee of the Illinois Coal Operators' Association and President of the Coal Operators of the Seventh Illinois District. He was born at Brandenburg, Kentucky, October 26, 1852.

JOHN W. WINE, retail coal merchant at Mount Morris, Illinois, has been in the business for sixteen years. He was formerly with the Buser Concrete & Construction Co. He was born in North Hampton, Ohio, December 27, 1873.

RICHARD B. WINN is Owner and Manager of the Peoples Coal Yard at White Hall, Illinois, and has been in the business for six years. He was born December 8, 1843, in Greene County, Illinois.

W. C. WOLF, 24 First National Bank Building, Belleville, Illinois, is Secretary and Treasurer of the Radium Coal Co. and is an expert in general mining engineering and surveying. He has been in the coal mining business for ten years. He was born at Freeburg, Illinois, December 17, 1880.

BEDER WOOD, JR., is Manager of the Beder Wood's Sons Co. at Moline, Illinois, and has been connected with the coal business nine years, formerly with Beder Wood. He was born at Moline September 8, 1889.

WILLIAM HENRY WOODRUFF is a partner in the Woodruff-Castle Co., wholesale and retail coal merchants at Quincy, Illinois. He has been in the business for sixteen years. He was born at Quincy and is one of the progressive coal merchants in that city.

HAROLD D. WRIGHT, Sales Agent in charge of the Lincoln, Illinois, office of the Jones & Adams Coal Co. until he entered the United States service in May, 1918, has been connected with the business for nine years, formerly with the Latham Coal Co. He was born at Lincoln in 1891.

R. M. WRIGLEY, Secretary and Treasurer of the Cutter-Wrigley Coal Co. at Peoria, Illinois, has been in the business for seven years. He formerly was connected with Sprague & Wrigley, Columbus Junction, Iowa. He has served as chairman of a special committee to supervise the coal industry for Peoria and confer with the Fuel Administration. He was born in Peoria February 17, 1885.

WILLIAM WYKLE of Mahomet, Illinois, has been engaged in the retail coal business for twenty-seven years at Mahomet. He was born July 28, 1863, at Peoria, Illinois.

C. H. WYNNE is Manager of the Goodell Ice & Fuel Co. at Beardstown, Illinois, and has been in the coal business for nine years. He was born at Columbus, Ohio, April 21, 1874.

LEONARD B. YEAST has been in the retail coal business at Macomb, Illinois, for nine years. He was born November 12, 1879, at Good Hope, Illinois.

J. EDWARD YOCH, President International Coal & Mining Co., East St. Louis, Illinois, was born in Belleville, Illinois, March 12, 1882, and has been in the coal business eighteen years. Mr. Yoch filled most acceptably the position of Treasurer of the Fifth and Ninth Districts, Coal Operators' Association of Illinois, from 1910 to 1916.

C. E. AND C. L. YORK are members of the retail coal firm of York Bros. at Jacksonville, Illinois. They have been in the business for eighteen years, formerly with J. W. York. Both were born in Jacksonville.

HIRAM M. YOUNG, Taylorville, Illinois, is Assistant to the Vice President of the Peabody Coal Co., in charge of operation. He has been in the coal industry for thirty-two years. He formerly was with the Girard Coal Co. as Secretary and Treasurer; Victor Coal Co., Pawnee, Illinois, as Superintendent; Bear Grass Coal Co. of Jewett, Texas, as Treasurer; Peabody Coal Co. of Ohio, as Vice President. He was born at Mount Joy, Pennsylvania, October 31, 1868.

EDWARD A. ZEISLER, Rushville, Illinois, is Manager and Secretary of the C. L. DeWitt Coal Co., in which he owns a half interest. He has been in the business for two years. He was born at Memphis, Tennessee, January 24, 1887.

SAMUEL THEODORE ZELLER, member of the coal firm of Zeller & Son at Geneva, Illinois, has been in the retail business for four years. He was born at Lewisburg, Ohio, April 16, 1884.

INDIANA

INDIANA, both as a producer and consumer of fuel, takes high rank among the eastern North Central states in the coal trade history of the country. A producer early in the last century, the development of its mining resources has encouraged a healthy growth of its manufacturing enterprises until today the state is dotted with cities that have made places for themselves in the commercial annals of the times. While the events of the past two and one-half years have widened the market for domestic consumption for Indiana coal within its own borders, its use in railroad and general industrial activities has been its chief contribution to the economic expansion of the state.

The Indiana coal measures, underlying the southwestern part of the commonwealth and extending from Warren county on the north to the Ohio river on the south and eastward to Perry county, form the eastern edge of the great interior eastern coal basin of Illinois, Indiana and western Kentucky. The total area of the Indiana beds is estimated at 6,500 square miles and is distributed through 26 counties, in 18 of which coal is produced upon a commercial scale. According to G. H. Ashley, of the United States Geological Survey, the Indiana measures have an approximate thickness of 1,300 feet. "Of this 1,300 feet there are 600 feet of barren beds at the top, then a 500-foot interval which contains most of the workable coals, followed in descending order by 200 feet or more of rocks consisting mainly of sandstone."

As a general commercial proposition, the third, fourth, fifth and sixth vein coals come into the greatest present-day prominence. Fourth vein, which has been exploited to a great extent in the Clinton district, is in high favor, not only for general domestic and steam purposes, but as a gas coal. Brazil block has long held a special place in the esteem of coal consumers, particularly in agricultural communities, while the many uses—both steam and domestic—to which the other coals forming the major workable deposits in the Indiana coal measures are put are very well known to the buying public. Cannel coal is also mined in several places in Indiana.

While coal has been found in at least 20 different horizons and as many as 17 beds have been passed through in one 800-foot vertical drill, exclusive of the Minshall and Brazil Block veins, commercial operations are confined to five horizons. The stratigraphy of the Indiana measures may be graphically illustrated by the following condensation of a tabulation appearing in Bulletin 381 of the Survey:

INTERVALS AND THICKNESS, IN FEET, OF PRINCIPAL COALS.

	Clinton District.	Vigo County.	West Terre Haute.	Sullivan County.	Northern Knox.
Coal VII	4½	5	5	3-4	3
Space	55	50	50	30-55	40
Coal VI	0	0	0	4.5-7	5.5
Space	50	50	45	45	50
Coal Va	1.5	1.5	1	2-3	3
Space	20	35	30	30-35	30
Coal V	6	5	5	5-6	7
Space	60	60	63	65-85	75
Coal IVa	1	2	2	1.5-3	1
Space	30	35	45	25-45	25
Coal IV	4	4	5	0-5	4
Space	45	30-40	30	30-45	..
Coal IIIa	2	1.5-2.5	2	1	..
Space	40	25-40	25	20-25	..
Coal III	6	6.5-7	6	5-7	..
Space	..	110*	..	..	..
Minshall	..	4*	..	..	..
Space	..	30*	..	..	..
Upper Block	..	3*	..	..	..
Space	..	30*	..	..	..
Lower Block	..	4*	..	..	..

*Northeastern Vigo County.

	Washington-Davies Counties.	Central Gibson County.	Warwick County.	Evansville.	Western Kentucky
Coal VII	..	3.5	2.5-3	3	2-7
Space	..	15	.5-10	15	3-40
Coal VI	..	0-4.5	0-3	0	0-9
Space	..	80	65-90	60	80
Coal Va	2	0-1	0-1	0	0
Space	35	50	25	25	25
Coal V	4-7	6	4-9	4	5
Space	90	90	45-50	45	..
Coal IVa	1.5	0-1	.5-1	0	..
Space	35	20	45	40	..
Coal IV	1	4	2.5	3	..
Space	40	..	40*	..	..
Coal IIIa	1.5	..	0*	..	..
Space	40	..	35*	..	..
Coal III	2	..	0-3*	..	..

*Central Warwick County.

The coal resources of the state first began to attract attention about 1804, when the public land surveys showed a number of outcrops. Perry County coal was part of the first cargo taken by Robert Fulton in the maiden trip of the steamer "Orleans" down the Ohio river in 1811. It seems reasonably certain that coal was mined for local consumption in the state between

1811 and 1837, when the American Cannel Coal Co. inaugurated the commercial mining history of the state with the opening of a mine at Cannelton in Perry county. This coal, mined on the bluffs along the Ohio and Wabash rivers, was loaded directly into boats for shipment down the Ohio during the first decade of the company's operations.

The first official government recognition of the Indiana industry appears in the census for 1840, when the state was credited with an output of 9,682 tons. Progress for the next 25 years was steady, but slow, marked increases in production not appearing until towards the close of the Civil War. Discovery that the block coal mined in the Brazil and Terre Haute districts could be used in blast furnace work gave the industry its first big impetus, while the rapid expansion in railroad construction which began at about the same time made possible a wider distribution of the coal which encouraged the operators to increase their facilities for production. Since that time the advance of Indiana in importance has been persistent, the upward swing temporarily checked at times only by labor troubles or general commercial depression. Detailed production figures since 1883, the first year in which the output passed the 2,000,000 ton mark, are shown in the following table:

Year.	Ton.	Year.	Ton.
1883	2,560,000	1900	6,484,086
1884	2,260,000	1901	6,918,225
1885	2,375,000	1902	9,446,424
1886	3,000,000	1903	10,794,692
1887	3,217,711	1904	10,842,189
1888	3,140,979	1905	11,895,252
1889	2,845,057	1906	12,092,560
1890	3,305,737	1907	13,985,713
1891	2,973,474	1908	12,314,890
1892	3,345,174	1909	14,834,259
1893	3,791,851	1910	18,389,815
1894	3,423,921	1911	14,201,355
1895	3,995,892	1912	15,285,718
1896	3,905,779	1913	17,165,671
1897	4,151,169	1914	16,641,132
1898	4,920,743	1915	17,006,152
1899	6,006,523	1916	20,093,528

The distribution of the product of the Illinois mines is, from the point of view of heavy tonnages, highly concentrated. Approximately 97 per cent. of the total 1915 output was either consumed within the state, sold to the railroads or shipped to points in the neighboring state of Illinois. Of the shipments to Illinois over 76 per cent. are consumed at points within the Chicago switching district. Exclusive of the major distribution above set forth the Indiana product finds a market, under normal conditions, in ten other western and southern states. The details of this distribution are as follows:

Used in Indiana (6,394,019): At the mines, 425,352; locally, 547,761; shipped intrastate, 5,420,906. Shipped to Illinois: 4,044,528; Iowa, 149,046; Kansas, 149; Michigan, 6,086; Minnesota, 72,934; Missouri, 12,632; Nebraska, 2,833; North Dakota, 3,255; South Dakota, 3,897; Tennessee, 33; Wisconsin, 128,190; a total of 4,423,583; railroad fuel, 6,188,550.

The per capita consumption of bituminous coal within the state is 4.24 per ton, against a country average of 2.04. This per capita is exceeded only by Illinois, Delaware and Montana. Combining anthracite and bituminous figures the per capita for Indiana is the same as for Pennsylvania, 4.45 tons, and is exceeded only by Delaware, Illinois, Montana and the New England states. The consumption upon the square mile basis is 460 tons. Although as shown in the distribution figures, 38 per cent. of the output of the state is consumed within its own borders, that tonnage represents less than 40 per cent. of the total coal bituminous requirements of Indiana. Approximately 55 per cent. of the coal burned in Indiana comes from the eastern states of the Appalachian coal measures. West Virginia alone contributes, under normal conditions, over 25 per cent. of the fuel used by Indiana. Study of the detailed figures following throws an interesting light on the troubles experienced by Indiana under the famous lake Priority Order No. 1 of the summer of 1917, showing, as they do, that over 50 per cent. of the potential sources of supply for the state were affected, adversely to Indiana's interests, by the order in question. Detailed figures on the consumption and origin of fuel consumed follow: Illinois, 825,601; Indiana, 6,394,019; Kentucky, 2,886,806; Maryland, 6,947; Ohio, 350,251; Pennsylvania, 855,259; Tennessee, 22,590; Virginia, 152,291; West Virginia, 4,072,001; lake coal, 551,000; total, 16,116,765; Pennsylvania anthracite, 600,000; grand total, 16,716,765.

WALTER A. BLEDSOE, Terre Haute, Indiana,
President Walter Bledsoe & Co., Terre Haute, is also Secretary of the Fayette Realty & Development Co., and has been in the coal business twenty-five years. He was formerly with the New Pittsburgh Coal & Coke Co. and the Indiana Southern Coal Co., filling the position of General Sales Agent. Mr. Bledsoe is one of the best known of Indiana operators and has a wide and favorable acquaintance in the coal trade.

ALFRED M. OGLE, Terre Haute, Indiana,
President Vandalia Coal Co., Terre Haute, Indiana, was born at Stamford, Connecticut, September 28, 1882, and has been in the coal business for fourteen years. He also organized the Indiana Coke & Gas Co., Vigo Mining Co., and the Atlas Mining Co. Mr. Ogle is one of the most prominent of the Indiana coal operators. He is now connected with the United States Fuel Administration.

BERNARD R. BATTY, Indianapolis, Indiana,
Vice President and Sales Manager of the Vandalia Coal Co. at Indianapolis, Indiana, has been connected with the coal business for twenty-three years, formerly as a jobber and with the Island Coal Co., which was merged with the Vandalia Coal Co. in 1905. He was born in Indianapolis March 1, 1879, and has many warm friends in the trade.

HARRY W. REDMAN, Chicago, Illinois,
Northwestern Sales Agent for the Vandalia Coal Co., 1500 Old Colony Building, Chicago, Illinois, was formerly with the Victoria Coal Mining Co., the Shirley Hill Coal Co. and the Monon Coal Co., and has been in the coal business fifteen years. He was born near Casey, Illinois, November 23, 1876.

GEORGE H. RICHARDS, Terre Haute, Indiana, President of Richards & Sons, Terre Haute, Indiana, was born at Bristol, England, May 11, 1873, and has been in the coal business for twenty-six years. He is also General Manager of the Lower Vein Coal Co. and a Director of the Willow Creek Coal Co.

CLEMENT J. RICHARDS, Terre Haute, Indiana, Vice President of Richards & Sons, Terre Haute, was born in Shelburn, Indiana, December 5, 1881, and has been in the coal business eighteen years. He is also President of the Willow Creek Coal Co. and Treasurer of the Warren Coal Co.

FRANK W. RICHARDS, Terre Haute, Indiana, Secretary and Treasurer of Richards & Sons, Terre Haute, Indiana, was born in Woodhouse, England, November 3, 1874, and has been in the coal business for twenty-one years. He is also Vice President of the Lower Vein Coal Co., Secretary of the Willow Creek Coal Co. and Secretary of the Warren Coal Co.

BERNARD J. RICHARDS, Terre Haute, Indiana, Director of Richards & Sons, Terre Haute, Indiana, was born at Woodhouse, England, July 24, 1876, and has been in the coal business for nineteen years. He is also General Manager of the Willow Creek Coal Co.

EDWARD SHIRKIE, Terre Haute, Indiana,
Was born in Scotland January 11, 1859, and has been engaged in the coal business forty-three years. Mr. Shirkie is President of the Bickett-Shirkie Coal Co. He started with his father to operate a coal mine and in 1884 opened the first shipping mine in the Clinton field and has been in that field ever since that time. Mr. Shirkie is a member of the Indiana Coal Operators' Association and the International Railway Fuel Association.

JOHN S. SHIRKIE, Terre Haute, Indiana,
President of the West Clinton Coal Co., Terre Haute, Indiana, was born in Carbon, Indiana, May 4, 1878, and has been in the coal business twenty-three years. He was formerly connected with the Retlaw Mining Co. and W. S. Bogle & Co., Inc, and has served as member of the Indiana Coal Operators' Association.

HUGH SHIRKIE, Terre Haute, Indiana,
President of the Shirkie Coal Co., Terre Haute, was born in Elyrshire, Scotland, January 13, 1862, and has been in the coal business forty-three years. He is President of the Glendale Coal Co. and the Glenco Coal Co. Mr. Shirkie was formerly connected with the firms of Shirkie & Sons, Bruletts Creek Coal Co., Dering Coal Co., Kelly mines and Oak Hill Coal & Mining Co. He served as President of the Indiana Coal Operators' Association for two years and as Vice President for a period of eleven years.

STEWARD SHIRKIE, Terre Haute, Indiana,
General Manager and Treasurer of the West Clinton Coal Co., Terre Haute, Indiana, was born in Carbon, Indiana, April 3, 1873, and has been in the coal business twenty-seven years. He was formerly connected with the Oak Hill Mining Co., Dering Coal Co., Indiana Bituminous Coal Co. and others and with his brother started the West Clinton Coal Co. in 1912. He is a member of the Indiana Bituminous Coal Operators' Association.

WILLIAM M. ZELLER, Brazil, Indiana,
President of Zeller, McClellan & Co., Inc., and also of the American Coal Mining Co., Brazil, Indiana, is also interested in the Brazil Collieries Co. and has been in the business for thirty-nine years. Formerly he was connected with the following: Superior Block Coal Co., Clay County Block Coal Co., Zeller & Zigler Coal & Mining Co., Zeller & McClellan Coal & Mining Co. He was born in 1861 at Harmony, Indiana.

WILLIAM J. SNYDER, Brazil, Indiana,
Secretary and Treasurer of the American Coal Mining Co. and of Zeller, McClellan & Co. at Brazil, Indiana, has been nineteen years in the coal business and is a member of the Indiana Coal Operators' Association. He was born at Catasauqua, Pennsylvania, August 16, 1863. Mr. Snyder has a wide acquaintance in the coal trade.

HOMER BEESON TALLEY, Terre Haute, Indiana,
President of the Coal Bluff Mining Co., Terre Haute, Indiana, was born in Terre Haute, Indiana, September 4, 1877, and has been in the coal business sixteen years. He is also President of the Coal Creek Coal Co., and Treasurer of the Fort Harrison Mining Co. He has served on the Executive Committee of the Indiana Bituminous Coal Operators' Association and Indiana Coal Trade Bureau's Executive Committee.

ARCHIBALD D. SPEARS, Clinton, Indiana,
Secretary-Treasurer of The Ferguson-Spears Coal Co. at Clinton, Indiana, has been in the business for twenty-one years. He was born in Butler County, Pennsylvania, June 20, 1880. Formerly he was mining engineer for the Clinton Coal Co. and others. He is a member of the Indiana Coal Operators Association.

ANDREW J. COCHRAN, Indianapolis, Indiana,
Manager of the Cochran Coal Co., Indianapolis, Indiana, has been in the business for fourteen years, formerly with the New Linton Coal Co. He was Modoc for Indiana, Order of KoKoal. He was born at Macon City, Missouri, May 6, 1867. Mr. Cochran has a host of friends in the trade.

FRANK L. FENSTEMACHER, Indianapolis, Indiana,
Well-known wholesale coal salesman of Indianapolis, was formerly Assistant Manager of Sales with the Oliphant-Johnson Coal Co. For five years Mr. Fenstemacher was General Manager of the Findlay Ice & Fuel Co., Findlay, Ohio, and for fifteen years Sales Agent for the Sunday Creek Coal Co. in Ohio and at Indianapolis. He was born at Carroll, Ohio, December 3, 1864, and has many warm friends in the coal trade.

EMMA EDITH GATES, Indianapolis, Indiana,
Proprietor of the E. E. Gates Coal Co., Indianapolis, Indiana, has been in the retail business for twenty years. She was formerly with the C. Ehrlich Coal Co. and the Star Elevator Co. Mrs. Gates was born at Mattoon, Illinois, March 26, 1869. She has many friends in the trade and has built up a very successful business.

JOHN A. GEORGE, Indianapolis, Indiana,
President and Treasurer Indianapolis Coal Co., 234-240 Newton Claypool Building, Indianapolis, was born in Columbus, Indiana, October 9, 1869, and has been in the retail coal business twenty-seven years. The first nine years of his business experience was in Columbus. He is a Director of the Vandalia Coal Co., a well-known Indiana mining corporation. He was one of the organizers and the first President of the Indianapolis Retail Coal Merchants' Credit Association, was the first President of the Indiana Retail Coal Merchants' Association, and has been one of the Indiana Directors of the Michigan-Ohio-Indiana Coal Association.

FRED GOEPPER, Indianapolis, Indiana,
A well-known Indianapolis retail coal merchant with a yard located at West Michigan Street and the C., I. & W. Ry., was born in Germany June 2, 1869, and has been in the retail coal business in Indianapolis twenty-four years. His son, Fred A. Goepper, Jr., aged 23 years, is associated with him.

ARCH GROSSMAN, Indianapolis, Indiana,
President of the Cedar Creek Coal Co., 414 Merchants' Bank Building, Indianapolis, has been in the coal business for thirteen years, formerly with the New York Coal Co. He is a Director of the National Coal Jobbers' Association and of the Indiana Coal Jobbers' Association. He has served as KoKoal Skout in Indiana. He was born at Columbus, Ohio, May 31, 1887, and is one of the most popular coal salesmen in Indiana.

ELLSWORTH E. HELLER, Indianapolis, Indiana,
Manager for E. E. Heller & Co., Indianapolis, Indiana, has been in the retail coal business for fifteen years. He served for three years as President of the Indianapolis Retail Coal Merchants' Credit Association and is a member of the Board of Governors. He is Chairman of the Seventh district of the Indiana Coal Merchants Association. He was born June 18, 1863, in Fayette County, Indiana, and is a leading coal merchant of Indianapolis.

DONALD READ LINDLEY, Indianapolis, Indiana,
Vice President of the Bicknell Coal & Mining Co. and Treasurer of the Pike County Coal Co., Merchants Bank Building, Indianapolis, Indiana, was formerly connected with Lindley, Schmid & Co. Mr. Lindley was born February 16, 1886, at Evansville, Indiana, and is well known in the trade.

OTIS D. MAURER, Indianapolis, Indiana,
Manager of The Ehrlich Coal Co. at Indianapolis, Indiana, has been connected with the coal business for sixteen years. He was born August 31, 1876, at Brazil, Indiana, and has many friends in the trade.

A. B. MEYER, Indianapolis, Indiana,
President of A. B. Meyer & Co., Indianapolis, Indiana, has been identified with the coal business for forty years. He is a Director of the United Fourth Vein Coal Co. and formerly was President of the Western Coal Dealers' Association. He has also been a Director and Vice President in the Michigan-Ohio-Indiana Coal Dealers' Association. He was born at Indianapolis in 1853. Mr. Meyer is very highly regarded in the trade.

F. A. KROEFF, Ft. Wayne, Indiana,
Vice President of Niezer & Co., Ft. Wayne, and Manager of the coal department, has been connected with the retail business six years. The company operates a branch coal yard at Monroeville, Indiana. He was born in Sheboygan, Wisconsin, October 27, 1875.

FRANCIS B. RAGAN, Indianapolis, Indiana,
General Sales Agent and Manager Ragan-McAbee Coal Co., Indianapolis, has been fourteen years in the business, formerly as Indiana Sales Agent of the C. W. Johnson Coal Co. of Chicago and as General Sales Agent of the Consolidated Indiana Coal Co. and the Red Jacket Coal Co. He was born at Greencastle, Indiana, December 25, 1866. D. H. McAbee is Secretary and Treasurer of the company. He was formerly State Factory Inspector for ten years.

S. P. REED, Ft. Wayne, Indiana,
Of Reed Bros. Coal & Feed Co. at Ft. Wayne, Indiana, is an equal partner in the business with which he has been connected for eight years. He has served as Secretary of the Ft. Wayne Coal Club. He was born May 28, 1883, at Ft. Wayne.

JARED J. REED, Ft. Wayne, Indiana,
A partner in Reed Bros. Coal & Feed Co. at Fort Wayne, Indiana, has been in the retail business nine years. He has served as Secretary of the Ft. Wayne Coal Club. He was born January 10, 1885, at Ft. Wayne.

HENRY W. BERNING, Ft. Wayne, Indiana,
President and Manager of the Walton Avenue Coal Co. at Ft. Wayne, Indiana, has been in the retail coal business for four years, succeeding Fred Goette, Sr., who formerly operated the business. Mr. Berning was born at Ft. Wayne, August 8, 1890.

FRED H. GOETTE, JR., Ft. Wayne, Indiana,
Secretary and Treasurer of the Walton Avenue Coal Co. at Ft. Wayne, Indiana, has been in the business four years. He was born at Ft. Wayne August 8, 1898. He is a son of the previous owner, Fred Goette, Sr.

INDIANA — Indianapolis

ROBERT ALDAG, Secretary and Treasurer of the F. W. Aldag Co. at Indianapolis, Indiana, has been connected with the retail coal business nine years. He was born in Indianapolis August 12, 1885.

FRED A. BEHRENT of the firm of Stuckmeyer & Co., coal merchants at Indianapolis, Indiana, has been in the business for seventeen years. He was born at Indianapolis October 22, 1873.

ARTHUR E. BRADSHAW, 407 Odd Fellows' Building, Indianapolis, Indiana, is President of the Indianapolis Mortar & Fuel Co., which he established sixteen years ago. He is a native of Indiana. He has served as Treasurer of the Michigan-Ohio-Indiana Coal Dealers' Association and President of the Indianapolis Coal Merchants' Credit Association.

HENRY E. BRUNER, Indianapolis, Indiana, is owner of the Bruner Coal Co. and has been in the business for seventeen years. He was formerly with the Great Western Coal & Coke Co. at Chicago, the Central States Fuel Co. and Sunflower Coal Co., Dugger, Indiana. He was born at Hope, Indiana, February 6, 1870.

WALTER BURROWS, 4260 Cornelius Ave., Indianapolis, Indiana, is President of the Gem Coal Co. and has been in business four years. He was born in Sheffield, England, June 26, 1856. His sons, Walter Burrows, Jr., and William S. Burrows, are Treasurer and Secretary respectively of the company.

HORACE G. CASADAY is sole owner of the Casaday Coal Co. at Indianapolis, Indiana, and has been connected with the business for thirteen years. He acquired the interest of Frank E. Casady four years ago. He was born in June, 1872, at Rushville, Indiana.

CLIFFORD CHRISTENA, Indianapolis, Indiana, is owner of the Home Coal Co. and has been in the retail business for nine years. He was formerly with the Garstang Fuel Co. and the F. E. Janes Coal Co. He was born July 11, 1889, at Indianapolis.

HARVEY COONSE, Indianapolis, Indiana, is Secretary and Treasurer of the Coonse & Caylor Ice Co. and has been in the retail coal business sixteen years, formerly with the Aldag-Coonse Co. He was born in Indiana March 24, 1870.

ANTHONY S. COST owns the Union Coal & Coke Co. at Indianapolis, Indiana, with offices in Merchants' Bank Building, and has been in the business for sixteen years. He was born December 18, 1844, in Green County, Ohio.

FREDERICK E. DAUNER is President of the Dauner Coal Co. at Indianapolis, Indiana, and has been engaged in the coal business for sixteen years. He is also President and Treasurer of the Victor Colliery Co., Wellston, Ohio, and Secretary and Director of the Sunlight Coal Co., Indianapolis. He was formerly with the Harmon & Black Coal Co. at Chicago. He was born February 3, 1873, at Grayville, Illinois.

CHARLES B. DAVIS, Indianapolis, Indiana, is the Manager and Owner of the Davis Coal & Block Co. and has been engaged in the business for eight years. He was born July 30, 1883, at Mount Carmel, Indiana.

FRANK M. DELL is a retail coal merchant at 1001 Southeastern Ave., Indianapolis, Indiana. He was born at Lafayette, Indiana. Mr. Dell is the dean of Indianapolis coal merchants and is highly respected in both the trade and the community.

GEORGE E. ELKINS is Sales Agent for the Bickett Coal & Coke Co. at Indianapolis, Indiana, and has been connected with the coal business for seventeen years, formerly with the Manufacturers' Coal Co. He is also interested in the Northwestern Coal Co. He was born in Indiana in 1875.

CHARLES N. ELLIOTT, Indianapolis, Indiana, is Secretary of the Indian Creek Coal & Mining Co. and of the S. W. Little Coal Co. He is Secretary-Treasurer of the Knox County Fourth Vein Coal Co. He is likewise interested in the Indiana Fuel Supply Co. and the Peoples Coal & Cement Co. He has been in the coal business for thirteen years and was born at Terre Haute, Indiana, October 4, 1872.

ANSEL FATOUT is Secretary and Manager of the Freeman-Fatout Coal Co. at Indianapolis, Indiana, and has been in the business for twenty-one years, formerly with the Fauvre Coal Co. He was born February 23, 1872, at Indianapolis.

FRANK F. FITCH, Indianapolis, Indiana, is Manager of the coal department of the City Ice & Coal Co., with which he has been connected for twenty years. He was born in Lexington, Kentucky, March 30, 1865.

JOHN W. FREDERICK, Indianapolis, Indiana, is a retail coal merchant who has been doing business for fifteen years. He was born at Vandenburg, Germany, June 14, 1846.

A. C. GOLL, General Manager of the Commercial Fuel Co., Indianapolis, Indiana, has been in the business for eight years.

MORTON L. GOULD, Indianapolis, Indiana, is President and Manager of the Linton Coal Co. and has been connected with the coal business for twenty-three years. He was formerly with the following: L. T. Dickason Coal Co., Shirley-Hill Coal Co., Gould Coal Washing & Mining Co. He has served as Vice President of the Indiana Bituminous Coal Operators' Association. He was born at Terre Haute April 8, 1864.

IRA J. GROVER is President and General Manager of the Grover Coal Co. at Indianapolis, Indiana, and has been engaged in the business for fifteen years. He was born at St. Louis, Missouri, August 14, 1872.

SAM A. HARRAH, Indianapolis, Indiana, is the owner of the Harrah Coal Co. and has been a retailer for four years. He was born in Indiana February 28, 1891.

JOSEPH L. HOGUE, Indianapolis, Indiana, is the owner of the J. L. Hogue Fuel & Supply Co. and has been in the retail business for six years. He formerly was with the Riverside Coal Co. He was born in Shelby County, Indiana, January 18, 1870.

CHARLES H. HORNE is Manager of the Casady Coal Co. at Indianapolis, Indiana, and has been in the business for five years. He was born in Cloverdale, Indiana, June 21, 1874.

AMOS B. KEEPORT is President of the A. B. Keeport Co. at Indianapolis, Indiana, and has been in the retail coal business for seventeen years. Harry A. Rogers is Secretary-Treasurer of the company.

HOWARD N. KINGSBURY, 5932 Lowell Ave., Indianapolis, Indiana, is President of the Kingsbury-Shepherd Coal Co. He has been seventeen years in the business, formerly with the Marion Coal Co. as Manager. He was born at Indianapolis September 19, 1878.

F. SMITH KIRTLEY, Indianapolis, Indiana, is General Manager of the Hoosier City Coal Co. and has been in business eight years. He was born September 19, 1868, at Mt. Auburn, Indiana.

FRANK E. MALOTT, Indianapolis, Indiana, Secretary and Treasurer of The Malott Coal & Lime Co., has been in the business for about nineteen years. He was born at Bedford, Indiana, April 5, 1867. He has served a term as Secretary of the Indianapolis Coal Merchants' Association.

WILLIAM P. MALOTT is President of The Malott Coal & Lime Co. at Indianapolis, Indiana, and has been identified with the business for nineteen years. He was born at Bedford, Indiana, February 16, 1840.

JOHN ROBERT MORRIS is General Manager of the J. R. Morris Coal Co., Indianapolis, Indiana. Formerly he was in the retail business as the Morris Coal Co., and was salesman for the Powhatan Coal Co. and the Ohio & Michigan Coal Co., as well as Manager of the Indianapolis office of the Brothers Valley Coal Co. His present company was organized November 8, 1915. He was born at Ft. Wayne, Indiana, November 6, 1883.

SAUL MUNTER, 340 West Michigan St., Indianapolis, Indiana, is the owner of the Central Coal Co. and has been in the retail business seven years. He was born at Attica, Indiana, in 1870. Mr. Munter is President of the Indiana Retail Coal Merchants' Association.

BANUS E. NEAL is Treasurer and Sales Manager of the Indian Creek Coal & Mining Co., the S. W. Little Coal Co. and the Riverview Coal Co., Indianapolis, Indiana. He has been in the coal business for fifteen years and formerly was with the Summit Coal & Mining Co. He was born at Farmersburg, Indiana, August 1, 1878.

ARTHUR E. NELSON is District Sales Agent for the Consolidated Indiana Coal Co., Indianapolis, Indiana. He was formerly with the Chicago Coal Co. and has been in the business for thirteen years. He was born in Chicago, Illinois, March 6, 1886.

WALTER F. O'DONNELL, Indianapolis, Indiana, is Secretary of the Manley-O'Donnell Fuel Co. and has been in the coal business for fourteen years. He was born at Cincinnati, Ohio, in 1874.

ISAAC E. PARKER, Indianapolis, Indiana, is Manager of Sales for Indiana for the Worth-Huskey Coal Co. of Chicago. He has been connected with the coal business for fifteen years, formerly with the Carnegie Coal Co. of Pittsburgh, Pennsylvania, and the R. J. Kroger Co. of Cincinnati, Ohio. He was born December 7, 1869, in Arba, Indiana.

JULIUS W. PINNELL is General Manager of J. W. Pinnell & Co. with general offices at Indianapolis, Indiana, and operating a dozen lumber and coal yards throughout the state of Indiana. He has been in the business for thirty-six years and was born at Lebanon, Indiana, October 30, 1858.

CHARLES ROSCOE QUICK, Indianapolis, Indiana, is Manager of the coal department of the Brannum-Keene Lumber Co. and has been in the business five years. He was born at Frankton, Indiana, September 2, 1882.

GROVER C. RADER of the Grover C. Rader Co., wholesale coal, Indianapolis, Indiana, has been twelve years in the coal business. He was born September 18, 1884, in Clay City, Indiana.

RAY L. REED is Vice President of Walter Bledsoe & Co., Indianapolis, Indiana. He has been in the coal business for eleven years, formerly with the Dering Coal Co. and the Brazil Block Coal Co. He was born November 17, 1888, in Newton, Illinois.

ALEXANDER RUMPLER, 1227 State Life Building, Indianapolis, Indiana, is Manager of the Indianapolis branch of the Logan Pocahontas Fuel Co. He was formerly with the Madison Coal Co., St. Louis, Missouri, and the Luhrig Coal Co., Cincinnati, Ohio. He has been in the coal business for twenty-one years. He was born at Chicago, Illinois, September 13, 1874.

HERMAN H. SCHULZ, formerly Secretary and Treasurer of the Balke & Strauss Co. at Indianapolis, Indiana, has been in the coal business for twenty-six years. He has served as President of the Retail Coal Merchants' Credit Association at Indianapolis. He was born at Aurora, Indiana, in June, 1867.

JAMES B. SHEPHERD is Secretary and Treasurer of the Kingsbury-Shepherd Coal Co. at Indianapolis, Indiana. He was formerly with the Marion Coal Co. and has been eight years in the business. He was born at Ripley, Ohio, September 24, 1884.

S. C. SILCOX, Indianapolis, Indiana, has been in the retail coal business for twenty years. He was born in Indiana September 13, 1853.

ENOS R. SNYDER, Indianapolis, Indiana, has been in the retail coal business for twenty years. He claims to have made yellow paint famous by having his wagons of that color, and owns the original yellow coal wagon. He was born February 29, 1880, at Indianapolis.

FRED D. STILZ, Secretary-Treasurer Irvington Coal & Lime Co., 5603 Julian Avenue, Indianapolis, Indiana, has been engaged in the business since April 1, 1916. He was born in Indianapolis April 23, 1870. Mr. Stilz was formerly engaged in the real estate business.

ARTHUR E. STRICKLAND, Indianapolis, Indiana, is Indiana Sales Agent for the Jones & Adams Coal Co. He has been in the business for eleven years, formerly with the Borderland Coal Sales Co. and the American Coal & Coke Co. He was born October 22, 1883, at Greenfield, Indiana.

CHARLES H. STUCKMEYER, head of the firm of Stuckmeyer & Co., retail coal merchants at Indianapolis, Indiana, has been connected with the trade for seventeen years. He has been a resident of Indianapolis sixty-six years and was born August 10, 1850, at Cincinnati, Ohio.

E. J. SUFFEL is Traffic Manager and Salesman for the J. R. Morris Coal Co., Indianapolis, Indiana. He has been three years in the business and formerly was with the Ragan-McAbee Coal Co. He was born at Utica, Nebraska, in 1889.

HARVEY D. TRIMBLE is Secretary and Treasurer of the Dauner Coal Co., Indianapolis, Indiana, and has been fifteen years in the coal business. He also fills the position of Secretary of the Victor Colliery Co., Wellston, Ohio. He was born August 10, 1883, at Princeton, Illinois.

CHARLES D. TROWBRIDGE, Indianapolis, Indiana, is Southwestern Sales Agent for the White Oak Coal Co. He has been in the coal business for over twenty years, formerly with the following concerns: C. D. Trowbridge Coal Co., as President and General Manager; American Coal & Mining Co., as President and General Manager; Stone-Brown Co., as Sales Manager; Bugbee Coal Co., as President, and Bonham Coal Co. as Vice President. He was born January 1, 1863, at Utica, Ohio.

R. ROY YEAGLEY, Secretary Indiana Retail Coal Merchants' Association, with headquarters at 606 Fidelity Trust Building, Indianapolis, Indiana, was born in Dennison, Ohio, March 19, 1880, and has had six years' coal experience, first with the firm of Grant & Yeagley at Logansport, Indiana, and later supplemented by his coal association work. The association of which Mr. Yeagley is Secretary is a very aggressive organization of retailers.

GEORGE D. YEAZEL, Secretary of the United Fourth Vein Coal Co., Indianapolis, Indiana, has been connected with the coal business for fourteen years. He was born at Dayton, Ohio, in 1875.

INDIANA—Fort Wayne

JOHN JOSEPH AUTH is President and Manager of The Auth Coal Co. at Ft. Wayne, Indiana, and has been in the retail business five years. He was born at Ft. Wayne February 2, 1870.

CONRAD BAUSS is Managing Partner in the Maumee Valley Coal Co., Ft. Wayne, Indiana. He has been in the retail coal business for fourteen years. He was born December 30, 1863, in Germany.

O. R. BROKAW, Secretary of the Phil. Gloeckner Coal Co., Ft. Wayne, Indiana, was born in 1881 at Ft. Wayne.

LYNN ELLIOTT BUNTING, Ft. Wayne, Indiana, salesman for the General Hocking Fuel Co , was born at New Castle. Indiana, July 28, 1886, and has been in the coal business for ten years. He was formerly with the C. M. Anderson Coal Co.

PHILIP GLOECKNER, 405 Shoaff Building, Ft. Wayne, Indiana, is President and Manager of the Phil. Gloeckner Coal Co. He was formerly with Kelly's Creek Colliery Co. and the Chesapeake & Ohio Coal & Coke Co. He has been thirteen years in the business and was born in Chicago, Illinois, January 23, 1884. Mr. Gloeckner is one of the best known coal salesmen in Indiana.

GEORGE H. KRUDOP, retail coal merchant at Ft. Wayne, Indiana, has been in the business for over thirty years, formerly with C. F. Krudop, whom he bought out in 1890. He was born at Ft. Wayne May 12, 1869, and has held many offices in retail coal associations.

AUGUST J. LASSUS, President and Manager of the Wm. Kaough Coal Co. at Ft. Wayne, Indiana, has been in the retail business for nine years. He was born at Louisville, Ohio, November 6, 1882.

SHIRLEY NELSON LONGSWORTH, Secretary and Treasurer of The Auth Coal Co. at Ft. Wayne, Indiana, has been in the retail coal business for seven years. He was formerly with the Home Supply Co. of Ft. Wayne. He served as a Director in the Michigan-Ohio-Indiana Retail Coal Dealers Association from 1915 to 1918. He was born at Van Wert, Ohio, December 20, 1877.

C. P. MILLIKIN, Treasurer of the Phil. Gloeckner Coal Co. at Ft. Wayne, Indiana, was born at Warren, Ohio, in 1885.

CHARLES E. MOELLERING, President and General Manager of the Pioneer Coal Co., Ft. Wayne, Indiana, was born in Ft. Worth September 12, 1870, and started in business with his father January 26, 1886. On May 10, 1904, they took over the coal yards and equipment of the Pioneer Coal Co. and have built up this business until it is now the largest and best coal plant in their part of the state. Mr. Moellering is the originator of the plan of the present successful state organization by districts, having introduced same in the builders' supply line. He has been interested in public and patriotic affairs and untiring in association work. He is the President of the Ft. Wayne Coal Club. He is also President and Treasurer of the Moellering Construction Co., President of William Moellering Sons, and Treasurer of the Moellering Brick Co.

EUGENE H. OLDS is President and Manager of the Olds Coal Co. at Ft. Wayne, Indiana. He was born at Ft. Wayne January 14, 1873. He is a member of the Ft. Wayne Coal Club.

W. J. RODENBECK, Secretary The Home Supply Co., Ft. Wayne, Indiana, was born in Dayton, Ohio, May 12, 1874, and started in the coal business this year.

C. A. SEIBEL is proprietor and Manager of the Dunn Coal Co. at Ft. Wayne, Indiana, and has been in the retail business for four years. He was born at Ft. Wayne June 13, 1883.

CLIFF H. TAYLOR, Manager of the Evans Coal Co. at Ft. Wayne, Indiana, has been sixteen years in the business. He was formerly with the Sunday Creek Coal Co., Litz-Smith Fuel Co. and the Borderland Coal Sales Co. He was born in Muncie, Indiana, in 1878. Mr. Taylor has a wide acquaintance among the Indiana coal trade.

WILLIAM M. WELLS, retail coal merchant at Ft. Wayne, Indiana, has been in the business for thirty-four years, formerly at Fredericktown, Ohio, from 1885 to 1900. He was born February 22, 1859, in Fredericktown.

INDIANA — Terre Haute

JOHN R. ALVEY, Secretary-Treasurer of the Smith-Alvey Coal Co., Terre Haute, Indiana, has been in the retail business for six years. He was formerly with the Alvey Bros. Coal Co. He was born April 9, 1887, at Terre Haute.

IRA W. ATEN, Secretary and Treasurer of The Rowland Block Coal & Clay Co., The Ohio & Indiana Collieries Co., Power Collieries Co. of Indiana, and Rowland-Power Collieries Co., and Secretary Rowland-Power Consolidated Collieries Co., Terre Haute, Indiana, has been connected with the coal industry for about fifteen years, formerly with the Roberts Coal Co., Crescent Coal Co., and Glen Roy Coal Co., Jackson, Ohio. He was born February 14, 1878, in Jackson.

JOHN LAKE CRAWFORD is President of the Crawford Coal Co., Terre Haute, Indiana, and has been in the retail business twenty-one years. He was born in Terre Haute in 1872.

CLIFFORD E. FORSYTH, General Superintendent Rock Creek Coal Co. and President Terre Haute Coal & Supply Co., Terre Haute, Indiana, has been in the coal industry seventeen years. He was formerly with the Ehrmann Coal Co. and the Clay County Block Coal Co. He has served as President of the Retail Coalmen's Club of Terre Haute. He was born August 3, 1882, in Vigo County, Indiana. Harry G. Sparks is Secretary-Treasurer and William H. Forsythe General Manager of the Terre Haute Coal & Supply Co.

GEORGE H. GFROERER, late of Terre Haute, Indiana, was Sales Agent for the United Fourth Vein Coal Co. for about thirteen years. Formerly he was with the Chicago & Eastern Illinois Railway and with the Chicago, Terre Haute & Southeastern Railway. He served as KoKoal Sachem for Terre Haute. He was born May 9, 1871, at Cincinnati, Ohio, and died April 10, 1918. He had many friends in the trade.

OTTO HEYDEN, Terre Haute, Indiana, is Secretary and Treasurer of the Parke County Coal Co., Rosedale, Indiana, and has been connected with the coal industry for thirty-four years. He was born July 7, 1839, in Germany.

C. H. JONES of Terre Haute, Indiana, is President of the Calora Coal Co. and of the LeMoir Coal Co. He has been in the coal business for thirty-six years, formerly with the Pittsburgh Coal Co. and the Winifrede Coal Co. He was born October 26, 1859, at Cincinnati, Ohio, and is well known in the coal trade.

CHARLES F. THORP, Treasurer of the Sugar Valley Coal Co., West Terre Haute, Indiana, was born at Terre Haute, Indiana, November 22, 1868, and has been in the coal business for twenty-two years. He was formerly connected with the Island Valley Coal Co. and Victoria Coal Co.

WILLIAM L. WILLIAMSON, Secretary and Treasurer of the Neutral Coal Producers Co., Terre Haute, Indiana, was born in Indianapolis, Indiana, in 1873, and has been in the coal business for twenty-one years.

ISAAC HERBERT WOOLEY, General Manager of the Interstate Mining Co., Terre Haute, Indiana, was born in England January 24, 1867, and has been in the coal business for thirty-three years. He was formerly connected with the Currysville Coal Co., Dering Coal Co., Southern Indiana Coal Co. and Kettle Creek Mining Co.

W. PAUL ZIMMERMAN, Secretary and Treasurer of the Hall-Zimmerman Coal Co., Terre Haute, Indiana, was born in Brazil, Indiana, September 14, 1875, and has been in the coal business for twenty-one years. He is also President of the Zimmerman Coal Co. Mr. Zimmerman was formerly connected with the Otto Creek Coal Co. and is a member of the Indiana Bituminous Coal Operators' Association and the Indiana Coal Trade Bureau.

INDIANA

WILLIAM AHLBORN is the President of Wm. Ahlborn & Co. at Hammond, Indiana, and has been engaged in the retail coal trade nineteen years. He was born in Germany March 25, 1873.

ROBERT ALEXANDER, retail coal merchant at Buck Creek, Indiana, has been in the business for thirteen years. He was born in Canada in 1857.

RUSSELL C. ALLEN owns the retail coal business of J. L. Allen & Son at Covington, Indiana, and has been in the business for eleven years. He was born at Covington February 22, 1881.

TOM A. ALLEN, retail coal merchant at Linden, Indiana, has been doing business for five years. He was born at New Richmond, Indiana, July 27, 1876.

LINCOLN G. ANDERSON, Martinsville, Indiana, has been in the retail coal business for seven years. He was born in Monroe County, Indiana, September 21, 1864.

W. N. ANDERSON, coal retailer at Kouts, Indiana, has been in the business thirty-eight years. He was born in Kouts December 19, 1849.

JOSEPH G. APPLEGATH is the Office Manager of the Princeton Coal Co. of Princeton, Indiana. He has been connected with the retail coal business for thirty years, formerly with C. O. Godfrey, James Townsend, S. W. Little Coal Co. and Princeton Coal & Mining Co. He was born at Albion, Illinois, October 10, 1867.

JOHN B. ARCHBOLD, President of the John Archbold Coal Co. at Evansville, Indiana, has been in the coal business for over forty years. He was born in England.

WAID CARLETON ARNOLD, Warsaw, Indiana, representing the Delaware, Lackawanna & Western Coal Co. and the D. D. Schenck Co., Toledo, Ohio, was born in Pomeroy, Ohio, October 23, 1876, and has been in the coal business thirteen years. He was formerly connected with The Columbus & Hocking Coal & Iron Co. of Columbus, Ohio.

ROBERT W. BAILEY is Vice President and General Manager of the J. W. Bailey Co., coal merchants at Anderson, Indiana, and has been connected with the coal business for eight years. He was born August 22, 1887, at Portsmouth, Indiana.

LEWIS J. BALDWIN, proprietor of the Twin City Ice & Fuel Co. at Gas City, Indiana, has been in the retail coal business for about eighteen years. He was formerly with the Consumers Ice & Fuel Co. and the Sterling Ice & Fuel Co. at Marion, Indiana. He was born at Marion in 1875.

ERNEST L. BARBIER is Secretary and Treasurer of the New Jersey Coal & Transfer Co., South Bend, Indiana. He has been connected with the coal business ten years, formerly with Loughman & Loughman. He was born in Centerville, Michigan, June 14, 1887. The President of the company is John H. Barbier, born in Edwardsburg, Michigan, September 13, 1895.

JAMES R. BARR, partner in the Richland Grain Co. at Earl Park, Indiana, has been connected with the coal business for thirty-three years. Formerly he was with the Wilson-Barr Co., the Caldwell-Barr Co., the McCray-Morrison Co. and James Ross. He was born in Canada in 1863.

ROBERT WILLIAM BARR is Manager of the retail coal business of Ross, Ross & Barr at Chalmers, Indiana. He has been connected with the trade for twenty-five years. He was born at Ormstown, Quebec, January 12, 1862.

ABNER J. BARRETT, retail coal merchant at Rochester, Indiana, has been in the business thirty-six years, selling the first coal ever sold in Rochester. He was born in 1850 in Fulton County, Indiana.

A. J. BARRICK is Mine Foreman for the United Fourth Vein Coal Co. at Jasonville, Indiana, and has been in the coal industry for thirty-six years, formerly with the Jasonville Coal Co. and other concerns. He was born in Clay County, Indiana, May 21, 1858.

C. E. BASH is President and Manager of C. E. Bash & Co. at Huntington, Indiana. He was born at Roanoke, Indiana, in 1856. He has been doing a retail business for about one year.

LUTHER B. BEACH, senior partner and Manager of the firm of Beach & Simmers at Albany, Indiana, has been engaged in the retail coal business for eleven years. He was formerly with J. R. Beach & Son. He was born in Boone County, Indiana, July 1, 1881.

J. W. BECKMAN, Hammond, Indiana, is Secretary and Treasurer of The Beckman Supply Co. and has done a retail coal business for eleven years. He was born in Germany September 11, 1868.

GEORGE B. BEHNKE is Manager for Ed. Behnke & Son, Gary, Indiana, and has been connected with the retail coal business for ten years. He was born December 16, 1887, at Clarke Station, Indiana.

GEORGE A. BELL is Manager and President of the Bell Coal Co. at Marion, Indiana. He has been fifteen years in the retail business and was born in Brooklyn, New York.

HARRY J. BERNSTEIN, retail coal merchant at Marion, Indiana, has been in business fourteen years, and is owner of the Ohio Coal Co. He was born in Russia.

ALVA A. BETTERTON, Owner and Manager of the Daleville Grain & Coal Co. at Daleville, Indiana, has been in the business four years. He was born at Daleville in March, 1892.

ALLEN L. BOYD, Manager and Treasurer of the W. Wilson Lumber Co. at LaPorte, Indiana, has been in the business for thirty-one years. He was born September 17, 1869, at LaPorte.

CHARLES WESLEY BRADFIELD of Petersburg, Indiana, is the owner of "The Posey Mine," which he operates. He has been in the coal business for twenty-eight years. He was born November 4, 1870, at Petersburg.

JAMES W. BRIDWELL is Owner and Manager of the J. W. Bridwell Coal Co. at Evansville, Indiana, and has been in the retail coal business for four years. He has been a Director of the Indiana Retail Coal Merchants' Association and President of the Retail Coal Men's Association of Evansville. He was born at Evansville April 28, 1870, and was in the government service for twenty-three years.

ISRAEL BRONSTEIN is Manager for Peter Bronstein & Co., retail coal merchants at Huntington, Indiana, and has been connected with the business for six years. He was born in Russia November 10, 1890.

PETER BRONSTEIN is President and Treasurer of Peter Bronstein & Co., coal merchants at Huntington, Indiana, and has been six years in the retail trade. He was born August 1, 1866, in Russia.

WILLIAM BRONSTEIN, Secretary of Peter Bronstein & Co., Huntington, Indiana, has been five years in the coal business. He was born in Russia March 10, 1895.

GEORGE E. BRUNER is President and General Manager of the Bruner Coal Co. at Kokomo, Indiana, and has been in the retail business for twelve years. He has served as Treasurer of the Indiana Retail Coal Merchants' Association. He was born in Montgomery County, Ohio, July 14, 1863.

OMER D. BULLERDICK, retail coal merchant at Richmond, Indiana, has been in the coal business for ten years, formerly with H. C. Bullerdick & Son. He was born at Richmond May 15, 1886.

EDWARD W. BURT is Manager of the Eaton Coal Co. at Eaton, Indiana, and has been in the retail business for two years. He was born at Shideler, Indiana, in 1873.

E. L. CARROLL, senior member of the coal firm of E. L. Carroll & Son at Decatur, Indiana, has been in the retail business for thirty-six years. He was born at Huntsville, Ohio, February 8. 1858.

W. O. CARTWRIGHT, retail coal merchant at Anderson, Indiana, has been in the retail business for eight years. Formerly he traveled for the Taylor Coal Co. of Lafayette, Indiana. He was born in Madison County, Indiana, December 28, 1860.

GEORGE N. CASH is Secretary and Treasurer of the Elwood Coal & Fuel Co. at Elwood, Indiana, and has been in the retail business for sixteen years. He was born June 9, 1841, in Palmyra, Wisconsin.

CLYDE J. CASTETTER of the firm of Clyde J. Castetter & Co., Goshen, Indiana, has been in the retail coal business six years. He was born in Goshen October 29, 1870, and is a well-known retailer in that section.

JOHN CHESTERFIELD, Brazil, Indiana, is Superintendent of the Otter Creek Coal Co. and has been engaged in the coal business for thirty-six years, formerly with Zeller, McClellan & Co. He was born in Clay County, Indiana, in 1867.

ROY C. CLAUSER is Manager of the firm of W. H. Clauser & Son at Delphi, Indiana, and has been in the retail coal business fourteen years. W. H. Clauser, senior member, died August 30, 1914. Roy C. Clauser was born February 23, 1886, in Carroll County, Indiana.

FRED C. CLINE, Manager of the C. & O. Coal Co. at Jonesboro, Indiana, has been connected with the business for seven years. He was formerly with J. S. Neill and A. H. Cline. He was born in Jonesboro September 27, 1878.

CARL A. CLOSSON, Logansport, Indiana, is Manager of the coal business of the E. D. Closson Estate, and is also interested in a retail yard at Matthews, Indiana. He has been connected with the coal business for eleven years and formerly was Secretary and Treasurer of the Logansport Coal Dealers' Association. He was born October 10, 1884, at Logansport.

E. T. COCHRAN, retail coal merchant at Auburn, Indiana, has been in the business for twelve years. He was born May 13, 1859, at Auburn.

W. Q. COLLINS, President and General Manager of the W. Q. Collins Grain & Lumber Co. at Lake, Indiana, has been in the retail business for seven years. He was born October 18, 1878, in Indiana.

JAMES H. CORNELIUS is General Superintendent of the Panhandle Coal Co. at Bicknell, Indiana, and has been connected with the business for sixteen years. Formerly he was with the Cornelius Coal Co. He was born April 24, 1884, at Columbus, Indiana.

E. E. CORNTHWAITE of Cicero, Indiana, has been in the retail coal business for sixteen years. He was born July 11, 1863, at Collinsville, Ohio.

BUEL W. COWLEY, partner in the firm of Wier & Cowley at Ligonier, Indiana, has been in the retail coal business for forty-eight years. He was born in LaGrange County, Indiana, in 1844.

DANIEL A. CROMER is the sole owner of the Sedalia Lumber & Coal Co. at Sedalia, Indiana, and has been in the business five years. He was born at Flora, Indiana, in 1882.

FRANK P. DALTON is Vice President of the Dalton Coal Co. at Gary, Indiana, and has been in the business for eight years. He was formerly with the Lill-Robinson Coal Co. and the City Fuel Co. of Chicago.

JOSEPH A. DALTON, Secretary of the Dalton Coal Co. at Gary, Indiana, has been in the retail business for seven years, having formerly been connected with the Chicago offices of the Globe Coal Co. and the Miami Coal Co.

WILLIAM A. DALTON, President and Treasurer of the Dalton Coal Co. at Gary, Indiana, has been eight years in the retail business. He was born August 25, 1878, in Chicago, Illinois. Formerly he was with the Baltimore & Ohio Railroad in the coal traffic department and as coal and coke agent at Chicago. He is a District Chairman of the Indiana Retail Coal Merchants' Association.

G. C. DAVIS, Tipton, Indiana, was born in California and has been in the coal business for sixteen years. He was formerly connected with the firm of Fox & Davis.

J. M. DAVIS is President and Manager of the Davis Coal Co. at Shelby, Indiana, and has been in the business for thirteen years, formerly with the Davis-Caster Coal Co. He was born in Bath County, Kentucky, March 15, 1860.

J. O. DAVIS, Secretary of the Greenfield Ice & Fuel Co. at Greenfield, Indiana, has been five years in the retail coal business. He was born January 30, 1881, at Greenfield.

HERBERT H. DEAM is Secretary and Treasurer of the Studebaker Grain & Seed Co. at Bluffton, Indiana, and has been in the business for twenty-six years. He has served as President of the Michigan-Ohio-Indiana Retail Coal Dealers Association for two years. He was born at Bluffton May 25, 1862, and has been active in the grain and lumber associations.

FRANK D. DEARING, retail coal merchant at Anderson, Indiana, has been in the business for fourteen years. He was born April 24, 1874, at Florida, Indiana.

JOHN E. DEATON, senior partner of John E. Deaton & Son at Sidney, Indiana, has been in the retail coal business for thirteen years. He was born October 16, 1862, in Clark County, Ohio.

J. B. DECAMP, Brazil, Indiana, is General Manager and operator of the DeCamp Coal & Clay Co. He has spent thirty years in the coal industry as a miner and for six years has been in the retail business. He was born at Brazil in 1870.

A. DECKER, Manager of the Home Grain Co. at LaGrange, Indiana, has been in the retail coal business for nine years. He was born October 9, 1857, at Nottawa, Michigan.

G. L. DELLINGER, retail coal merchant at Charlestown, Indiana, has been in the business for three years. He was born at Jeffersonville, Indiana, December 2, 1892.

WILLIAM A. DEPOY has been in the retail coal business for four years at Converse, Indiana. He was born May 9, 1872, in Ohio.

EDWARD M. DIBOS, proprietor of the business of J. J. Dibos & Son at Hammond, Indiana, has been connected with the firm for twenty-eight years and has owned the business for thirteen. He has served as Secretary of the local coal dealers' association. He was born in Morton Grove, Illinois, November 9, 1887.

CLAUDE J. DILLON, Secretary Ohio Fuel & Supply Co., Van Buren, Indiana, was born in Van Buren, Indiana, October 4, 1895, and has been in the coal business for six years.

JAMES L. DILLON, Manager of the Ohio Fuel & Supply Co., Van Buren, Indiana, was born in Indiana in 1890, and has been in the coal business for eleven years.

WILLIAM F. DINGEL is President and Treasurer of the Dingel Coal & Lumber Co. at Newcastle, Indiana, and has been in the retail business for eleven years. He was born October 16, 1863, at Washington, D. C.

CLEM E. DOANE is President of the Boonville Mining Co. at Boonville, Indiana, and has been engaged in the coal business for seventeen years. He is also interested in the Fox Hill Coal Co. and the Ebony Block Coal Co. He was formerly with the Patoka River Coal & Coke Co. and the Cypress Creek Coal Co. He was born at Jasper, Indiana, October 13, 1875.

ROBERT F. DUNN has been doing a retail coal business at Russiaville, Indiana, for seventeen years. He was born at Fishers, Indiana, May 14, 1860.

EDWARD R. DYE of Monticello, Indiana, is President, Treasurer and General Manager of the United Fourth Vein Coal Co. of Indianapolis. He has been in the coal business for eighteen years, formerly with Hunter W. Finch & Co., Chicago. He was born at Piedmont, West Virginia, October 31, 1861.

I. S. DRAPER, Manager of the Draper Coal & Ice Co. at Sullivan, Indiana, has been thirty-one years in the retail coal business, formerly with the I. S. Draper Co. and the Old Famous Fuel Co. He was born February 20, 1864, in Sullivan County, Indiana. W. M. Draper is senior member of the company.

M. A. EBERHARD, Troy, Indiana, was born at Troy, Indiana, February 10, 1855, and has been in the coal business for nineteen years.

LAWRENCE A. EBNER, President and General Manager of the Ebner Ice & Cold Storage Co., Vincennes, Indiana, was born in Vincennes, Indiana, May 7, 1872, and has been in the coal business for twenty-five years. He is also interested in the retail coal business at Seymour, Indiana.

ERNEST ELLIS, Secretary-Treasurer of Ellis Bros., retail coal merchants at Kokomo, Indiana, has been in the business for thirteen years. He was formerly with Hunter W. Finch & Co. of Chicago. He was born at Kokomo January 8, 1877.

LEWIS FELCH, senior member of the firm of Lewis Felch & Son at New Harmony, Indiana, has been in the business for twenty-four years. He was born at New Harmony November 20, 1851. Nelson Felch, his son, is junior member of the firm and was born August 12, 1877, at New Harmony.

HULBERT M. FERGUSON, President Clinton Coal Co. and Ferguson-Spears Coal Co. at Clinton, Indiana, has been in the coal business twenty-seven years, formerly with the Ehrman Coal Co., where he began as office boy. He bought a small mine in 1894, which was his first mining venture, and organized the Clinton Coal Co. in 1901. He was born in Clay County, Indiana, October 3, 1869. Mr. Ferguson has served as Mayor of his city and taken an active interest in all civic movements.

P. J. FINGER is Secretary and Treasurer of Finger Bros. P. & K. Coal & Coke Co. at New Albany, Indiana, and has been connected with the business for twenty-six years. He was born at New Albany April 25, 1877.

FRANK H. FOE is the owner of the Bourbon Lumber & Coal Co. at Bourbon, Indiana, and has been in the business for fifteen years, formerly managing the North Liberty Lumber & Coal Co. He was born May 8, 1871, at Hamilton, Ontario.

N. B. FORD, Manager of the Crabbs Reynolds Taylor Co., West Point, Indiana, was born at West Point, Indiana, in 1880, and has been in the coal business for sixteen years. He was formerly connected with W. B. Foresman.

ORA FORSYTH, Secretary-Treasurer of the Noblesville Fuel & Supply Co. at Noblesville, Indiana, has been connected with the business for six years. He was born at Franklin, Indiana, September 24, 1872.

C. Y. FOSTER of the firm of C. Y. Foster & Son, retail coal merchants at Carmel, Indiana, has been in the business for nineteen years.

ARTHUR E. FRETAGEOT, retail coal merchant at New Harmony, Indiana, has been in the business for eighteen years, formerly with his father, A. H. Fretageot. He was born December 12, 1873, at New Harmony.

L. E. FRICKE, a partner in the firm of L. E. Fricke & Co., Evansville, Indiana, has been in the wholesale coal business two years. He was born May 16, 1866.

WILLIAM GALE, retail coal merchant at Cumberland, Indiana, has been in the business for twenty-three years. He was born at Cumberland in 1864.

AARON GARDNER is an equal partner in the firm of Gardner & Lewis of Cottage Grove, Indiana. He is also interested in the Kitchel Elevator Co. at Kitchel and Boston, Indiana. Mr. Gardner has been in the coal business for sixteen years and was born in Cedar County, Iowa, March 1, 1860.

THOMAS GILLESPIE, Mine Superintendent at Bicknell, Indiana, is also interested in a mine at Edwardsport, Indiana, and formerly was connected with the following: Lynan Coal Co., Knox Coal Co., Knox Coal Mining Co. and Glendale Coal Co. He was born at Lanarkshire, Scotland, July 11, 1878. Mr. Gillespie worked as a miner in Scotland and has been in the business in America for thirteen years.

BENJAMIN D. GLASSCOCK, member of the firm of J. W. & B. D. Glasscock, wholesale and retail coal merchants at Muncie, Indiana, has been fifteen years in the business. He was born at Hillsboro, Ohio, September 25, 1872. Mr. Glasscock is a Director of the Indiana Retail Coal Merchants' Association.

PHILIP GOETHALS is a partner in the firm of Goethals & Makank, Mishawaka, Indiana, and has been in the retail coal business for three years. He was born July 18, 1867, in Belgium.

W. J. GOODRICH has been in the retail coal business for eleven years at Royal Centre, Indiana, where he was born April 3, 1876.

CHAS. V. GRAFT, Winchester, Indiana, was born in Miami County, Indiana, in 1877, and has been in the coal business for sixteen years. He also operates a retail coal yard at Parker.

C. W. GRANT, retail coal merchant at 1337 Toledo Street, Logansport, Indiana, was born in Columbia City, Indiana, November 8, 1873, and has been in the coal business six years. The firm was originally Grant & Yeagley.

WALTER A. GREINER is Manager for Robert McKim & Co., wholesale coal merchants at Madison, Indiana.

D. E. GROW, retail coal merchant at Rensselaer, Indiana, has been doing business for eleven years. He was born in Rensselaer May 4, 1874.

CHARLES M. HAM, Manager of the C. M. Ham Lumber & Coal Co. at Paoli, Indiana, has been in the business for sixteen years. He was born at Paoli February 6, 1863.

H. MONROE HARDMAN, President and General Manager of Staples & Hardman, South Bend, Indiana, has been in the coal business for sixteen years. He was born January 16, 1869, at South Bend. Isaac W. Staples is a silent member of the firm. He was born November 27, 1873, at Kingsbury, Indiana.

S. B. HARLAN, Manager of the Concrete Fuel Co. at Anderson, Indiana, has been engaged in the business for four years. He was born October 19, 1884, at Alexandria, Indiana.

ABRAHAM HARSH, owner of A. Harsh Coal & Supply Co. and President and Manager Tiger Coal & Supply Co., Richmond, Indiana, was born in Wooster, Ohio, October 6, 1856. He is Vice President of The Cliff Wood, Coal & Supply Co., Lima, Ohio. He was formerly with Parry & Harsh at Lucas, Ohio, and Howe & Harsh at Lima.

JOSEPH HARTLEY is the proprietor of the retail coal business of Jos. Hartley & Son at East Chicago, Indiana, which he has conducted for thirteen years. He was born in Sheffield, England, in 1861.

LLOYD HAWKINS is owner of the Culver City Grain & Coal Co. at Culver, Indiana, and has been in the business four years. He was born February 18, 1884, at Culver.

HARVEY HAWLEY, Manager of the Miami County Lumber Co. at Peru, Indiana, has been in the business for sixteen years. He was born February 16, 1876, in Miami County.

CONRAD S. HEET, Richmond, Indiana, is Secretary, Treasurer and Manager of Hackman, Klehfoth & Co., and has been connected with the coal business for twenty-two years. He was born September 19, 1876, at Hamilton, Ohio.

ED. M. HEISE is President of Heise Bros., Orleans, Indiana. He has been in the retail coal business for twenty years. He was born in Indiana March 8, 1858. Albert Heise is Secretary and Treasurer of the concern.

JOHN MARSHALL HENDERSON, retail coal merchant at Idaville, Indiana, has been in the business for sixteen years, formerly with the firm of Joseph Henderson & Son. He was born in White County, Indiana, March 5, 1875.

ORON M. HENDRICKSON, Manager of O. M. Hendrickson & Co., Rochester, Indiana, has been in the retail coal business for nine years. He was born at Kewanna, Indiana, February 19, 1877.

J. C. HENDRIX, Manager of Hendrix & Son, retail coal merchants at Tangier, Indiana, has been in the business for eight years. He was born February 18, 1867, at Putnamville, Indiana.

A. VERNON HENRY is Manager of the East Side Fuel Co., Connersville, Indiana, and has been in the retail coal business for six years. He was born at Connersville, February 11, 1888.

D. HERBERT HERBSTER, Elkhart, Indiana, is Secretary and Manager of the Isbell Lumber & Coal Co. He has been in the retail coal business for seven years. He was born at Beavertown, Pennsylvania, April 9, 1887.

VICTOR D. HERRENBRUCK, Treasurer of the John Archbold Coal Co. at Evansville, Indiana, has been in the retail coal business for eighteen years. He was born at Evansville.

J. J. HIGGINS is President of the Higgins-Martin Coal Co. at Clinton, Indiana, and has been engaged in the business for thirteen years, formerly with the Oak Hill Coal & Mining Co. He was born in Ohio in 1849.

L. A. HILLIGOSS is the owner of the retail business of Hilligoss & Son at Shelbyville, Indiana, and has been engaged in the coal trade for twenty-five years. He owns a small yard at Morristown, Indiana. He was born in 1863 in Rush County, Indiana, and is one of Indiana's best known retailers. His son, Russell B. Hilligos, is associated with him.

RICHARD M. HINSHAW, retail coal merchant at Monticello, Indiana, has been in the business for nine years. He was born in White County, Indiana, April 2, 1861.

DANA HOCH, retail coal merchant at Mulberry, Indiana, has been engaged in the business for seven years. He was born at Hamilton, Indiana, May 15, 1882.

SAMUEL HOLDEN, Brazil, Indiana, is Superintendent of stripping pit for the Clay Products Co. and has been connected with the coal business for thirty-four years. Formerly he was with the following concerns: McIntosh Coal Co., Weaver Coal & Coke Co., Continental Clay & Mining Co., American Sewer Pipe Co. He was born April 21, 1870, at Knightsville, Indiana.

WILLIAM E. HOUCK is proprietor of the Newcastle Coal Agency at Newcastle, Indiana, and has been in the business for six years. He was born July 4, 1880, in Illinois.

GAINS LINCOLN HOWELL, Westville, Indiana, was born in La Porte County, Indiana, January 24, 1860, and has been engaged in the coal business for four years.

DAVID INGLE, President of the Ayrshire Coal Co., Evansville, Indiana, has been engaged in the retail business for over twenty years and is also interested in the following: Glen Ayr, Green Valley and Tecumseh Coal & Mining companies. He was born in Evansville, October 5, 1875. David Ingle, Sr., who founded the Ayrshire Coal Co., died October 18, 1909, at Oakland City, Indiana.

WILL W. IRELAND is a retail coal merchant at Brownstown, Indiana, and has been doing business for five years. He was born at Brownstown, September 19, 1885.

ROY H. JACKSON is a mining engineer for the Ayrshire Coal Co. at Oakland City, Indiana, and has been connected with the industry for eleven years. He was born June 11, 1886, at Terre Haute, Indiana.

RICHARD M. JOHNSON, 816 South Michigan St., South Bend, Indiana, has been in the retail coal business for fourteen years. He was born at Grovertown, Indiana, April 21, 1871.

CHASTINE JOHNSTON, proprietor and Manager C. Johnston Coal Co., Auburn, Indiana, was born in St. Joe, Indiana, November 8, 1879, and has been two years in the retail coal business. Mr. Johnston also opened a coal yard in Garrett, Indiana, in October, 1918.

C. B. JOHNSTON of the firm of C. B. Johnston & Son at Remington, Indiana, is the senior partner and half owner. He has been in the business for forty-two years. He was born June 16, 1848, at Branch Hill, Ohio. His son, W. E. Johnston, has been associated in the business for twenty-six years. He was born December 7, 1874. The business was formerly carried on at Washburn, Illinois, and Arrowsmith, Illinois.

DAVID JONES, Gas City, Indiana, is sole owner of the David Jones Coal Co. and has been in the retail coal trade for eleven years. He was born at Llanelly, Wales, January 29, 1863.

LEWIS KANOUSE is senior member of the retail coal firm of Kenouse & Phillips at South Bend, Indiana. He has been in the business for thirty-nine years, formerly with the Powell Coal Co. and Buckley, Kanouse & Co., at Paris, Illinois. He was born in 1852 at Shelbyville, Indiana.

IRA KAUFFMAN is Secretary and Treasurer of the Consumers Coal & Supply Co. at Elkhart, Indiana, and has been engaged in the retail business for thirteen years. He was born at Nevada, Missouri, in 1872.

HARRY WILLIAM KELLEY is the owner of the Linder Coal Co. at Angola, Indiana, and has been in the retail business for nine years. He is Chairman of the Executive Board of the Michigan-Ohio-Indiana Retail Coal Dealers' Association and formerly was connected with the New York Central Railroad. He was born October 21, 1872, in Kilkeel, County Down, Ireland.

JOHN E. KELLY is Superintendent and Manager of the Big 4 Coal Co. at Boonville, Indiana. He has been in the coal business twenty-six years, formerly with Kelly & Nestos. He was born at Boonville February 2, 1870.

M. A. KENNER, Huntington, Indiana, has been in the coal business for eleven years, with the firm of C. E. Bash & Co. He was born at Huntington January 14, 1877.

HUGO F. KEPPEN, retail coal merchant at Michigan City, Indiana, has been in the business for six years. He was born in 1876 in Iowa.

THEODORE S. KERNS is Secretary and Manager of the coal business of Kerns & Healey, Logansport, Indiana. He has been in the trade for fifty years and was formerly with the Indiana Coal & Fuel Co. He was born at Cincinnati, Ohio, July 5, 1843. B. W. Healey is President and Treasurer of the concern.

ELI W. KIMBROUGH, partner in the C. & O. Coal Co., Jonesboro, Indiana, is thirty years of age and was born in Grant County, Indiana.

EDWIN KIRKPATRICK owns the Kirkpatrick Grain Co. at Shirley, Indiana, and has been five years in the coal business, formerly with the Haywood Grain Co., Cyclone, Indiana. He was born at Sugar Grove, Indiana, February 10, 1873.

WALTER E. KLEHFOTH is Secretary and Treasurer of the Klehfoth-Niewoehner Co. at Richmond, Indiana. He has been connected with the retail coal business for eight years, formerly with Hackman, Klehfoth & Co. He was born February 5, 1886, at Cincinnati, Ohio. Lewis C. Niewoehner is President of the company.

GEORGE KLITCH of Ewing, Indiana, has been in the retail coal business for eight years. He was born at Seymour, Indiana, March 15, 1856. He formerly was with the United Fourth Vein Coal Co. and the Davis Coal Co.

CHRISTIAN KNOEPFLE is a retail coal merchant at Bremen, Indiana, and has been in the business for six years. He was born April 23, 1855, in Germany.

JOHN G. KRATLI, retail coal merchant at Knox, Indiana, was born in Switzerland, February 21, 1842, and has been in the business most of his active life.

JOHN P. KRIEGBAUM, Treasurer of Kriegbaum Bros., Inc., at Huntington, Indiana, has been in the retail coal business for over twenty years. He was born at Cedarville, Ohio, August 13, 1865.

W. S. LASLEY, senior member of W. S. Lasley & Son, Gessie, Indiana, has been in the retail coal business for six years. He was born March 15, 1856, in Scott County, Kentucky.

EDWARD LEE, SR., is head of the firm of E. Lee & Son at Crawfordsville, Indiana, and has been in the coal business for thirty years. He was born in New York City March 1, 1850.

WILLIAM H. LEE, retail coal merchant at New Albany, Indiana, has been in the business for over twenty years. He was formerly with the Winslow Gas Coal Co. He was born in Floyd County, Indiana.

OTTO LEFFORGE, retail coal merchant at Rossville, Indiana, has been seven years in the business. He was born in 1880 at Oaklandon, Indiana.

W. A. LEWIS, Manager of the Central Coal Co. at Elwood, Indiana, has been in the business for three years. He was born June 22, 1869, at McKeesport, Pennsylvania.

DR. W. A. LINE, French Lick, Indiana, has been in the coal business twenty years, supplying the home trade. He was born in Orange County, Indiana, January 12, 1844.

J. F. LINGEMAN is senior member of the firm of Lingeman, Adams & Co., coal merchants at Brownsburg, Indiana. He was born in Indiana in 1854 and has been engaged in the coal business for twenty-six years.

HARRY W. LITTLE, 510 Old State Bank Building, Evansville, Indiana, is Secretary and Treasurer of S. W. Little Sons & Co. and has been connected with the coal business sixteen years. He is also Secretary of the Southern Indiana Coal Bureau and Assistant District Representative of the United States Fuel Administration for Southern Indiana. He was born in Evansville in 1875.

ORLANDO HENRY LITTLE, President of the O. H. Little Fuel Co., Richmond, Indiana, has been in the retail coal business for thirteen years. He was born in 1865 in Randolph County, Indiana.

JOSEPH E. LLOYD is Manager of and partner in the E. T. Slider Co., Louisville, Kentucky, with offices at New Albany, Indiana. He has been connected with the coal business for twenty years, formerly with E. T. Slider, New Albany. He was born December 18, 1871, at New Albany.

W. A. LORD has been in the retail coal business at Mays, Indiana, since November, 1907. On March 13, 1918, he and his son, Fred S. Lord, formed the firm of W. A. Lord & Son. Both are natives of Rush County, Indiana, the father born in 1857.

ELI A. LUGINBILL is Secretary and Manager of the Berne Grain & Hay Co. at Berne, Indiana, and has done a retail coal business for ten years.

HARRY BALDWIN LYMAN, coal merchant at LaFayette, Indiana, was engaged in the business for about thirty years, succeeding his father, E. B. Lyman, who established it over fifty years ago. Mr. Lyman was born in LaFayette September 24, 1868, and died December 19, 1916. The present owner is G. Edwin Lyman, who has been connected with the trade for six years. He was born June 3, 1893, at LaFayette, and his associate is Charles Patton, who has been with the firm for twenty years.

JOHN LYNCH, retail coal merchant at Highland, Indiana, has been doing business for seventeen years. He was born in Wood County, Ohio, September 25, 1861.

R. L. MAGEE, Manager for H. Kittinger, Winamac, Indiana, was born at Winamac, Indiana, March 28, 1860, and has been in the coal business for thirty-one years.

HARRY A. MARTIN, Owner of the coal business of Martin & Martin at Newcastle, Indiana, has been connected with the retail coal trade eighteen years. He was born October 20, 1858, in Mt. Vernon, Ohio.

JOSEPHUS MARTIN is Manager of the retail coal firm of Hardison & Martin at Geneva, Indiana, and has been in the business for sixteen years. He was born at Geneva June 17, 1881.

GEORGE MATHAS, head of the firm of Geo. Mathas & Son at Montezuma, Indiana, has been in the retail coal business for fifteen years. He was born July 25, 1864, at Montezuma.

HARRY W. MATTERS is Vice President and Secretary of the J. Woolley Coal Co. at Evansville, Indiana. He has been in the coal business for twenty-six years. He was born December 5, 1863, at Vincennes, Indiana. He is interested also in the Warrick Coal Mining Co.

SAMUEL J. MATTHEWS, Manager of Elliott & Co., Tipton, Indiana, was born at Peru, Indiana, in 1870, and has been engaged in the coal business for twenty-two years. He was formerly connected with the firm of Weesner, Matthews & Co.

LAFE PENCE MAUCK is Secretary and Treasurer of the Owensville Lumber & Coal Co. at Owensville, Indiana, and has been in the business for six years. He was born April 19, 1894, at Owensville.

JAMES H. McCLELLAND of Brazil, Indiana, is Treasurer of the Sunbeam Coal Co. and was formerly President of the Brazil Block Coal Co. He was born in Poland in 1855 and has been in the coal business for over forty years. Mr. McClelland is one of the best known operators in the block field of Indiana.

H. S. McCOY is the owner of the Osgood Grain Co. at Osgood, Indiana, and has been in the retail coal business for four years.

WILLIAM F. McCURDY is a retail coal merchant at Ridgeville, Indiana, who has been engaged in the business for twenty-one years. He was born in 1867.

JOHN M. McGUIRE is a retail coal merchant at LaFayette, Indiana, who has been in business for himself thirteen years and has spent thirty-five years, all told, in various connections with the trade. He was formerly with Wm. Taylor & Co. and William Taylor & Son, Brockenbrough & Murphy, Martin & McGuire and Parke County Coal Co. He was born at LaFayette July 26, 1859.

J. E. McILWAIN is owner of the coal business of Ed. McIlwain at Kirklin, Indiana, and has been connected with the retail trade for six years. He was born at McCords, Indiana, March 1, 1875.

E. B. McQUADE, General Superintendent Indian Creek Coal & Mining Co., Vincennes, Indiana, was born in Indiana and has been in the coal business for twenty years. He also has coal interests in Westphalia, Indiana.

C. D. MEEKER is Secretary of the Monticello Lumber & Coal Co. at Monticello, Indiana. He served as President of the Indiana Retail Lumber Dealers' Association in 1913. He was born at Dayton, Ohio, August 31, 1857.

LOUIS H. MEYER, Manager of the Meyer Coal Co. at New Albany, Indiana, has been in the coal business for sixteen years, formerly with the New Albany Coal Co. He was born February 22, 1869, at New Albany.

ARTHUR L. MILLER is owner of the Miller Lumber & Coal Co. at Nappanee, Indiana, and has been in the retail business for fourteen years. He was born in Elkhart County, Indiana, in August, 1877. His partner is Lenus Miller.

VERN M. MILLER, Manager of the Veedersburg Lumber Co., Veedersburg, Indiana, was born in Veedersburg, Indiana, October 18, 1876, and has been in the coal business for eleven years.

WALTER J. MONDHANK is Manager of the Butler Milling Co. at Butler, Indiana, and has been in the coal business for eight years. He formerly was with the Platte City Milling Co. at Platte City, Missouri. He was born in Lancaster, Ohio, September 23, 1876.

WILLIAM LOVELL MORRIS, Secretary and Manager of the Citizens Coal & Supply Co. at Logansport, Indiana, has been in the retail business for ten years and was formerly with Walter J. Scully, owner of the United Coal Yards. He was born at New London, Indiana, in 1862.

J. W. MORRISON is Secretary-Treasurer of the Huntington Lumber Co. at Huntington, Indiana, and has been connected with the coal business for fifteen years. He was formerly with N. P. Salling at Anderson, Indiana. He was born in Ohio November 3, 1880.

A. B. MOSHER, Manager of A. B. Mosher & Co., coal merchants at Columbia City, Indiana, has been engaged in the business for sixteen years, formerly as a member of the firm of Mosher & Granil. He has served on the executive committee of the Third District of the Indiana Coal Operators Association. He was born in Whitley County, Indiana, October 3, 1853.

CLAY E. MOSS is General Superintendent of the United Fourth Vein Coal Co. at Linton, Indiana. He has been connected with the coal industry for twenty-three years. He was born in Indiana April 16, 1878.

ARCHIBALD K. MURRAY of Muncie, Indiana is partner and Manager of the firm of Stafford & Murray, who have yards at Medford and Raymond, Indiana. He has been ten years in the coal business. He was born in Scotland December 20, 1876.

WILLIAM J. MYERS, Decatur, Indiana, has been in the retail coal business for sixteen years. He was born in Wayne County, Ohio, May 21, 1839.

JAMES N. NEEDLER is Manager of the Willman Lumber Co. at Hartford City, Indiana, and has been connected with the retail coal business for sixteen years. He was born at Des Moines, Iowa, May 29, 1876.

FRANK B. NEESE, Mine Superintendent for the J. K. Dering Coal Co. at Clinton, Indiana, has been connected with the coal industry for over twenty years, formerly with the Miami Coal Co. and the O'Gara Coal Co. He was born at Brazil, Indiana.

MATHIAS NEUDORF, retail coal merchant at Merrillville, Indiana, has been in the business for five years. He was born at St. John, Indiana, November 15, 1864.

CALVIN NICEUM, senior member of the firm of Niceum & Harlan at Swayzee, Indiana, has been in the retail coal business for ten years. He was formerly with the Niceum Milling Co. and with Wright & Niceum. He was born January 19, 1851, in Darke County, Ohio.

ORREN M. NICEUM, General Manager of the Grant County Lumber Co., Swayzee, Indiana, has been in the retail coal business eighteen years. He was formerly with the Niceum-Henley Co. and the Niceum Milling Co. He was born in 1867 in Wabash County, Indiana.

A. C. NICHOLSON, Treasurer of the Washington-Wheatland Coal Co., Wheatland, Indiana, was born in Knox County, Indiana, in December, 1857, and has been in the coal business for fifteen years.

LEWIS C. NIEWOEHNER is President of the Klehfoth-Niewoehner Co., 222 Kinsey St., Richmond, Indiana. He has been in the coal business for two years. He was born January 27, 1886, at Richmond.

C. H. OMSTEAD, President of C. H. Omstead & Son at LaGrange, Indiana, has been five years in the retail coal business. He was born at LaGrange. M. H. Omstead is the other member of the firm.

CHARLES A. OPP, proprietor of The Opp Coal Co. at Aurora, Indiana, has been connected with the coal business for twelve years. He formerly was a member of the firm of Bosse & Opp. He was born at Farmers Retreat, Indiana, January 16, 1866.

J. J. OVERMEYER, retail coal merchant at Kouts, Indiana, has been in business for six years. He was born at Somerset, Ohio, in 1874.

WILLIAM OVERMIRE, Yorktown, Indiana, is a native of Indiana, having been born at Yorktown, September 4, 1863, and has been in the coal business for seven years.

GEORGE H. PALMER, retail coal merchant at Sheridan, Indiana, has been doing business for sixteen years. He was born in Indiana in 1860.

JOHN H. PANABAKER, General Manager of the firm of Sam Panabaker & Son at Kokomo, Indiana, has been connected with the coal business for fifteen years. He has served as a Director of the Indiana Retail Coal Merchants' Association. He was born February 19, 1882, in Cass County, Indiana.

WARREN W. PEARSON, Upland, Indiana, was born in Fisher, Illinois, July 27, 1880, and has been in the coal business for sixteen years.

JAMES H. PERSONS, President and General Manager of the Queen Coal & Mining Co. at Jasonville, Indiana, has been in the coal industry for thirteen years. He was born July 27, 1858, at Wellston, Ohio.

HENRY C. PETERS, "The Coal Man" at Crown Point, Indiana, has been in the retail business for nine years. He was born in Chicago, Illinois, October 1, 1876.

HARLEY PHEND, Manager Phend Bros., Nappanee, Indiana, was born in Nappanee January 3, 1870, and has been in the coal business a quarter of a century. William Phend, his partner, was born June 13, 1868.

CHARLES MONROE PIERCY, Kokomo, Indiana, has been in the retail coal business for eleven years. He was born February 11, 1853, in Ohio.

TEMPLE G. PIERSON, Manager of the J. L. Pierson Lumber Co. at Spencer, Indiana, has been connected with the retail coal business for eight years. He was born February 3, 1875, at Freedom, Indiana.

JACOB FRANKLIN PLICE, retail coal merchant at Markle, Indiana, has been in the business for twenty-three years. He was formerly with Sharick & Plice at Nankin, Ohio, but bought out his partner. He was born at Polk, Ohio, January 15, 1859.

MARTIN LUTHER PLOTT, retail coal merchant at Lebanon, Indiana, has been doing business there for fifteen years, selling strictly for cash. He was born August 3, 1853, at Roanoke, Virginia.

ELIJAH POWERS is General Manager of the Peacock Coal Co. at Boonville, Indiana. He has been connected with the business for sixteen years, formerly with the T. D. Scales Coal Co. and the Cypress Creek coal mines. He was born February 3, 1886, in Warrick County, Indiana.

O. H. RABE is a Director of the Beckman Supply Co. at Hammond, Indiana, and has been connected with the retail coal business for fifteen years. He was born May 2, 1875, at Chicago Heights, Illinois.

ALFRED P. RANDOLPH, retail coal merchant at LaFayette, Indiana, has been engaged in the business for sixteen years. He was born at Newburg, Pennsylvania.

WILBUR LIAL RAWLINGS is a retail coal merchant of Michigan City, Indiana, who has been doing business for thirty-seven years. He was born at Jeffersonville, Indiana, January 12, 1858, and is the pioneer coal merchant of his city.

MALCOLM REED, Secretary-Treasurer of the Rose Hill Coal Co. at Linton, Indiana, has been in the business six years, formerly with the Twin Oaks Coal Co. He was born at Brazil, Indiana, March 29, 1874. He worked in the mines at Morris Run, Pennsylvania, when fourteen years old.

DAVID H. REESE, retail coal merchant at Angola, Indiana, has been in the business for seven years. He was born in Williams County, Ohio, September 13, 1866.

OSBORNE G. REILLY, clerk in the office of E. T. Slider at New Albany, Indiana, has been in the coal business for twenty-five years. He was born August 11, 1872, at New Albany.

THOMAS W. RICHARDSON is President of the Rose Hill Coal Co. at Linton, Indiana. He was formerly President of the Twin Oaks Coal Co., which he organized. He was born near Pittsburgh, Pennsylvania, in 1871. He began working in the coal mines at Washington, Indiana, at the age of nine years.

SCHUYLER ROSE, South Bend, Indiana, has been in the coal business for twenty years. He formerly was with the Powhattan Coal Co. at Toledo, the Pittsburgh-Buffalo Coal Co. at Detroit and the Commercial Coal Co. at Detroit, as Sales Manager, and Hunter W. Finch & Co. at Chicago. He was born at South Bend February 22, 1868.

J. N. RUSSELL, Tipton, Indiana, was born in Warren County, Ohio, February 25, 1859, and has been in the coal business eighteen years.

HUGH E. RUTLEDGE, retail coal merchant at Martinsville, Indiana, has been engaged in the business for sixteen years. He was born in Morgan County, Indiana, September 19, 1870.

ALBERT R. SAILOR, Manager and President of A. R. Sailor Coal Co., coal merchants, Elkhart, Indiana, has been eight years in the retail business. He was born January 1, 1880, in southwestern Indiana.

JAMES W. SALE, President of the Studebaker Grain & Seed Co. at Bluffton, Indiana, was formerly connected with the Studebaker-Sale Co. and has been in the retail coal business for twenty-eight years. He was born August 1, 1858, at North Manchester, Indiana.

NIELS P. SALLING, Anderson, Indiana, has been engaged in the retail coal business at Anderson nineteen years. He is also interested in yards at Huntington and Muncie, Indiana. He was born in Denmark.

EUGENE G. SARGEANT is President and General Manager of the Sargeant Coal Co. at Newburgh, Indiana, and has been in the retail coal business for over twenty years. He is a Director of the Evansville Coal Exchange. He was born at Newburgh July 18, 1870.

H. E. SCHEID, retail coal merchant at Covington, Indiana, has been doing business for six years. He was born December 1, 1878, at Eaton, Ohio.

J. B. SCHLOOT, Secretary, Treasurer and Purchasing Agent of the Ayrdale Coal Co. at Linton, Indiana, has been connected with the business for six years. He was born at Linton in 1871.

NICHOLAS SCHREPFERMAN is President of the Schrepferman Coal Co. at Brazil, Indiana, and has been in the coal industry for twenty-six years. He was born in Germany December 1, 1861.

WILLIAM SCONCE has been in the retail coal business for four years at Crawfordsville, Indiana, and is the proprietor of the South Side Lumber & Coal Co. He formerly was with the Burnet-Lewis Lumber Co. of Indianapolis. He was born in Bartholomew County, Indiana, February 4, 1864.

FINLEY T. SEMON, Vernon, Indiana, was born in Ripley County, Indiana, and has been in the coal business for the past fourteen years.

FOREST SHACKELFORD, associated with Mark Shackelford in the ownership of the Ladoga Coal Co., Ladoga, Indiana, was born in Montgomery County in 1868. He has been in the coal business four years.

MARK SHACKELFORD, associated with Forest Shackelford in the ownership of the Ladoga Coal Co., Ladoga, Indiana, was born in Montgomery County, Indiana, in 1865. He has been in the coal business four years.

LYMAN E. SHAW is the Owner and Manager of the Bloomington Coal Co. at Bloomington, Indiana, and has been in the retail business for seven years. He was born in 1869 in Indiana. Ray E. Fultz, his assistant, is now in the service of his country.

WILLIAM R. SHAW is Manager of the Urmston Grain Co. at Orestes, Indiana, and has been connected with the coal business for fifteen years. He was formerly in business for himself. He was born September 1, 1874, at Orestes.

SHAW & SHAW, Crawfordsville, Indiana, is composed of James O. and Melville F. Shaw, who have been in the retail coal business for twenty-one years. Both were born at Battle Ground, Indiana, the former in 1854 and the latter in 1856.

IRVIN SHEAKS, Indiana Harbor, Indiana, has been in the retail coal business for five years. He was born at Walkerton, Indiana, October 8, 1879.

DORA W. SHERRY is General Manager of W. H. Sherry & Son, coal merchants at Connersville, Indiana, and has been in the coal business eleven years. He is a member of the Michigan-Ohio-Indiana Retail Coal Dealers' Association and the Indiana Retail Coal Merchants' Association. He was born March 18, 1878, at Connersville.

J. E. SHIELDS, retail coal merchant at Hope, Indiana, has been in the business for about forty years. He was born in North Carolina in 1854.

ANSON R. SHIREMAN, President and Manager of A. R. Shireman & Son, retail coal merchants at Martinsville, Indiana, has been in business forty years. He was born at Martinsville February 4, 1854. Howard F. Shireman, Secretary and Treasurer, was born November 15, 1881.

GEORGE W. SHUPP, retail coal merchant at North Manchester, Indiana, has been twenty-six years in the business, formerly with Young Shupp and S. P. Young. He was born at Bucyrus, Ohio.

ROSCOE T. SIMMERS, junior partner of Beach & Simmers at Albany, Indiana, has been connected with the coal business for five years. He was born January 17, 1885, in Allen County, Indiana.

EDWARD T. SLIDER, New Albany, Indiana, has been in the coal business, wholesale and retail, for twenty-eight years. He is also interested in a plant at Louisville, Kentucky. He was born March 4, 1866, at New Albany. Mr. Slider is one of the most successful of retail coal merchants.

EPHRAIM K. SMITH, retail coal merchant at Middletown, Indiana, has been in the business eleven years, formerly with Daniels & Pickering Co. He was born near Newcastle, Indiana, June 5, 1875.

O. O. SMITH, Richmond, Indiana, is Western Manager for the Bewley-Darst Coal Co. of Knoxville, Tennessee, and has been in the coal business fifteen years, formerly with the Marmet Coal Co. and the Chesapeake & Ohio Coal & Coke Co. He was born November 5, 1876, at Pomeroy, Ohio, and is widely known in the coal trade.

W. B. SMITH, retail coal merchant at Jolietville, Indiana, has been in the business for eighteen years. He was born November 14, 1870, at Jolietville.

WILLIAM M. SMITH, Manager for W. M. Smith & Co., Logansport, Indiana, has been fifteen years in the retail coal trade. He was born August 23, 1849, in Pulaski County, Indiana.

WILLIAM SNAVELY, retail coal merchant at Syracuse, Indiana, has been in the business for sixteen years. He was born April 15, 1868, at Syracuse.

MYRON B. SNYDER, Waynetown, Indiana, was born in Franklin County, Indiana, November 30, 1889, and has been engaged in the coal business for six years.

GEORGE W. SPENCER is the owner of the G. W. Spencer Coal Co. at Garrett, Indiana, and has been in the retail business for nine years. He was born at Somerset, Ohio, June 8, 1859.

PERRY R. SPRAGUE is Secretary, Treasurer and Manager of the Syracuse Lumber & Coal Co. at Syracuse, Indiana, having an interest in the Home Lumber & Coal Co. at Buchanan, Michigan. He was formerly connected with the Terry-Sprague Co., and has been in the business for eleven years. He was born at Fremont, Indiana, December 11, 1870.

LA ROY SPRING, South Bend, Indiana, is a traveling salesman for the Philadelphia & Reading Coal & Iron Co. and has been connected with the business for six years. He was born at Geneva, Ohio, June 1, 1876.

W. D. SPRINGER, retail coal merchant at Fortville, Indiana, has been two years in the business.

FRANK STAFFORD is a retail coal merchant at Bluffton, Indiana, and has been in the business for seven years. He was born June 7, 1879, in Wells County, Indiana.

ELLSWORTH B. STECK, Manager for E. B. Steck & Son, Muncie, Indiana, has been in the retail coal business for fifteen years. He was born at Newcastle, Indiana, August 15, 1864.

HANS STOLLEY, West Lebanon, Indiana, was born in Illinois January 5, 1871, and has been in the coal business for three years.

ERVIN STUCKY, Manager of the Berne Lumber Co. at Monroe, Indiana, has been six years in the retail coal business. He was born June 12, 1889, at Berne, Indiana.

SAMUEL C. STULTZ, Secretary Clinton Coal Co., Clinton, Indiana, has been connected with the coal business seventeen years. He was born October 23, 1868, in Clinton and was formerly connected with the Massachusetts Mutual Life Insurance Co.

ARTHUR G. TAYLOR, retail coal merchant at Creston, Indiana, has been in the business for fourteen years. He was born July 26, 1880, at Creston.

A. O. TOWNSLEY, retail coal merchant at Burnetts Creek, Indiana, has been in the business for eleven years. He was born in Carroll County, Indiana, March 17, 1882.

CHARLES ARTHUR TOWSLEY is Secretary, Treasurer and Manager of the Claypool Lumber & Coal Co. at Claypool, Indiana, and has been connected with the business for two years. He was born February 20, 1871, at White Pigeon, Michigan.

CLARENCE F. TROYER is Manager of the Middlebury Grain Co. at Middlebury, Indiana, and has been connected with the business eight years. He was born in LaGrange County, Indiana, December 16, 1886.

WILLIAM HENRY TUTHILL is a retail coal merchant at Crown Point, Indiana, who has been doing business for ten years. He was born at Crown Point, March 11, 1878.

J. F. TWEEDY has been in the retail coal business at Carthage, Indiana, for two years. He was born July 7, 1866, in Rush County, Indiana.

CHARLES HARRY UHL, proprietor of the Independent Coal Co. at Logansport, Indiana, has been in the retail coal business four years. He was born February 25, 1875, in Logansport.

JULIUS A. UNDERWOOD, Manager of the Jamestown Lumber Co. at Jamestown, Indiana, has been in the coal business for twenty-one years. He was born at Austin, Texas, November 16, 1875.

LAMBERT M. VAN HART, Manager of L. M. Van Hart & Co., Connersville, Indiana, has been in the wholesale and retail coal business twenty-three years, formerly with the C. G. Blake Co. He is Secretary-Treasurer of Wolf Creek Coal Co. and of the Altro Coal Co., and Vice President of the Colvan Mining Co. He was born in Cincinnati, Ohio, July 19, 1877.

CHARLES W. VERNON, Anderson, Indiana, is the owner of the retail coal business of E. G. Vernon & Son and has carried it on since 1895. It was established in 1868 by E. G. Vernon. Charles W. Vernon was born at Anderson August 2, 1872.

JOSEPH L. VICKERY, retail coal merchant at Sheridan, Indiana, was born in Sheridan December 31, 1865, and has been in the business sixteen years.

S. C. WALLACE is a partner in the coal firm of Wallace & Painter at Edwardsport, Indiana. He has been in the business for thirteen years, formerly with Ruby & Wallace. He was born in Orange County, Indiana.

SAMUEL W. WALTS, General Manager of the River Coal & Supply Co., New Albany, Indiana, has been in the retail coal business for eleven years and is well known in the trade.

ARTHUR D. WASMUTH, Manager for A. Wasmuth & Sons Co. at Andrews, Indiana, has been connected with the retail coal business for over twenty years. The company also operates a yard at Roanoke, Indiana. Mr. Wasmuth was born at Roanoke.

CECIL C. WELLS, Manager of the Scottsburg Elevator at Scottsburg, Indiana, has been connected with the coal business for twenty-three years, formerly with the Scottsburg Grain Exchange. He was born in Indiana November 22, 1875.

A. C. WILKERSON, President and Manager of the Wilkerson Ice & Fuel Co. at Huntington, Indiana, has been in the retail business for eleven years. He was born in 1847 in Allen County, Indiana.

JOHN T. WILSON is the proprietor of a retail coal business at Larwill, Indiana, and has conducted it for seventeen years. He was born at Larwill October 16, 1852, and was the first coal merchant in the town.

HARRY D. WINNIE is Secretary-Treasurer of the Russiaville Lumber & Coal Co. at Russiaville, Indiana, and has been connected with the company for six years. He received a commission August 15, 1917, at Fort Benjamin Harrison, as Lieutenant in the Officers' Reserve Corps.

W. H. WINNIE is President of the Russiaville Lumber & Coal Co. at Russiaville, Indiana, and has been connected with the coal business over twenty years. He was formerly with the New Richmond Lumber Co., Stockwell Lumber Co. and the Sedalia Lumber & Coal Co. He was born at Jackson, Michigan, May 2, 1863.

ORIEN WOLF is Manager for J. G. Wolf & Sons, Marion, Indiana, and has been connected with the coal business for fifteen years. He is a son of J. G. Wolf, formerly head of the firm, who died April 6, 1912. Orien Wolf was born in 1869 at Morristown, Indiana.

B. B. WOODS of Cicero, Indiana, is Secretary and Treasurer of the Cicero Lumber Co. and has been eleven years in the retail coal business. He was born at Michigan City, Indiana, December 19, 1869.

JOHN C. WRIGHT, Boonville, Indiana, has been connected with the coal industry for nineteen years, formerly as a miner. For six and a half years he was a mine inspector for the Indiana Industrial Board, but is at present employed as mine boss. He was born in Hamilton County, Illinois, November 9, 1874.

LEWIS S. WRIGHT is senior member and buyer of the firm of Wright & Niceum, retail coal merchants at Swayzee, Indiana, and has been in the business for eight years. He was born at Swayzee September 28, 1866.

E. J. WYATT is President and Treasurer of the Wyatt Coal Co. at Auburn, Indiana, and has been connected with the retail trade for fifteen years, formerly with the firm of Wyatt & Baker. He was born April 26, 1862, in DeKalb County, Indiana.

ARTHUR WYLIE, Manager of the Elwood Lumber Co. at Elwood, Indiana, has been in the retail coal business for sixteen years. He was born at Stellarton, Nova Scotia, November 13, 1874.

GEORGE WASHINGTON YARNELLE, Manager of the Yarnelle Lumber & Coal Co., Wabash, Indiana, was born in Wabash, Indiana, August 5, 1889, and has been in the coal business for eleven years.

FREDERICK J. YESBERA is the owner of the Yesbera Coal Co. at Auburn, Indiana, and has been in the business for about nine years. He was born at West Unity, Ohio, October 25, 1858.

A. J. ZIMMERMAN, retail coal merchant at Remington, Indiana, was in the coal business fourteen years, recently selling out to the Citizens Coal & Ice Co., Ward Lewis, proprietor. Mr. Zimmerman was born in Woodford County, Illinois, April 22, 1852.

W. PAUL ZIMMERMAN is President of the Zimmerman Coal Co. at Brazil, Indiana. He is also Secretary and Treasurer of the Hall-Zimmerman Coal Co. Mr. Zimmerman has been in the coal business for over twenty years. He was born at Brazil September 14, 1874.

IOWA

ALTHOUGH Iowa was among the earliest pioneer states in the production of coal west of the Mississippi river, the ready absorption of its output by interests within its own borders and its geographic location with respect to other coal producing areas have combined to localize its distribution to such an extent that only a very small percentage of its annual coal product reaches the general channels of interstate commercial fuel distribution. The wealth and resources of the state have made it a most tempting field to producers in other states and its ready accessibility from the point of view of transportation has drawn domestic coal from every major producing state east of the Mississippi, except Alabama, and from Colorado and Wyoming. At the same time the industrial demand has proven a strong attraction for Illinois and, to a lesser degree, Indiana and other states lying in proximity to the King of the Corn Belt.

The Iowa coal fields, located in the central and southern portions of the state, form the northeastern section of the western interior coal region. The coal bearing area within the state covers approximately 20,000 square miles, "of which 13,000 may be considered potentially productive under present conditions and considerably more in future periods when the fuel supplies of the world shall have suffered greater depletion." The coal measures of the state are separated into the Missouri and the Des Moines groups. The upper, or Missouri group, is of little present importance. The greater part of the coal production of the state comes from the lower part of the Des Moines group, where the beds average about five feet in thickness. Included in the Des Moines group is the well known Mystic or Centerville bed. With the exception of the Nodaway thin vein in Adams, Page and Taylor counties, which enjoys a local market of some value, the upper Missouri, or upper group, yields little coal of present-day importance.

"The more important producing areas of Iowa," says the United States Geological Survey, "are: (1) The northern, including Webster, Boone and neighboring counties, and yielding four per cent. of the total output; (2) the north central, including Polk, Jasper and Dallas counties, and producing 29 per cent. of the output, chiefly from Dallas county; (3) the south central, including Marion, Mahaska, Monroe and adjacent counties, and producing 43 per cent. of the total output; (4) the southeastern, including Wapello, Van Buren, and adjacent counties, and yielding four per cent. of the total—in all of these areas practically all of the coal mined comes from the lower part of the Des Moines group; (5) the south central, including Appanoose and Wayne counties, and producing 19 per cent. of the state's total—the coal mined is from the Mystic or Centerville bed; (6) the southwestern, including Adams, Taylor and Page counties and yielding one-half of one per cent. of the total—this product is from the Nodaway bed of the Missouri group."

The first record of Iowa production appears in the United States Census for 1840, when the state was credited with a total output of 400 tons. With the exception of an insignificant loss in 1860, the production showed a slow but steady increase until 1873 when the output had reached 336,000 tons. There was a jump to 799,936 tons the following year and in 1875 the total was 1,231,547 tons. The record continued upon a fairly even tenor until 1881, when the output totaled 1,960,000 tons. The next year saw a rapid increase, the tonnage being 3,920,000 tons. Production figures since that date are shown in the following table:

Year.	Ton	Year.	Ton.
1883	4,457,540	1900	5,202,939
1884	4,370,566	1901	5,617,499
1885	4,012,575	1902	5,904,766
1886	4,315,779	1903	6,419,811
1887	4,473,828	1904	6,519,933
1888	4,952,440	1905	6,798,609
1889	4,095,358	1906	7,266,224
1890	4,021,739	1907	7,574,322
1891	3,825,495	1908	7,161,310
1892	3,918,491	1909	7,757,762
1893	3,972,229	1910	7,928,120
1894	3,967,253	1911	7,331,648
1895	4,156,074	1912	7,289,529
1896	3,954,028	1913	7,525,936
1897	4,611,865	1914	7,451,022
1898	4,618,842	1915	7,614,143
1899	5,177,479	1916	7,260,800

The proximity of Iowa to the Illinois fields and its general accessibility, as before mentioned, to other producing areas to the east, and the coal producing states to the west and south on the one hand and the state and railroad market for the Iowa coal on the other, serve to

confine the distribution of the Iowa product to outside markets to a limited area. In 1915 the railroads and Iowa users consumed approximately 95 per cent. of the total output, leaving only about five per cent. for shipment to markets into the six states bordering upon Iowa. In detail these distribution figures are as follows: Used in Iowa—Mines, 148,159; local, 502,-286; intrastate, 2,136,125; total, 2,786,570, or 37 per cent. Interstate—Illinois, 17,700; Kansas, 40,092; Minnesota, 12,557; Missouri, 174,164; Nebraska, 143,-108; South Dakota, 24,120; total, 411,741, or 5 per cent. Railroads, 4,415,832, or 58 per cent. Grand total, 7,614,143.

Iowa's per capita consumption is: Bituminous coal, 2.83 tons; anthracite, .13 ton; total per capita, 2.96 tons; consumption per square mile, 128 tons.

During the year in question, 44.5 per cent. of the coal consumed in Iowa came from the neighboring state of Illinois. The 37 per cent. of the production used of Iowa coal within the state represented 40.6 per cent. of the coal fuel requirements of the state. Eleven states were called upon to contribute the remaining 18 per cent. In addition, 310,000 tons of Pennsylvania anthracite were shipped into Iowa. The sources of supply called upon to meet the bituminous requirements to be as follows: Arkansas, 16,537 tons; Colorado, 12,660; Illinois, 3,053,413; Indiana, 149,046; Iowa, 2,786,570; Kentucky, 335,431; Maryland (includes Maryland-Kentucky consumption), 5,898; Missouri, 22,729; Ohio, 1,666; Pennsylvania, 66,973; Virginia, 1,500; West Virginia, 159,444; Wyoming, 16,418; lake, 248,000; total, 6,876,285.

ELMER A. BUTLER, Sioux City, Iowa, Proprietor of the Day Coal Co., Sioux City, Iowa, was born in Fort Atkinson, Wisconsin, January 25, 1863, and has been in the coal business for twenty-six years. He was formerly connected with the firm of L. G. Everist for eleven years.

H. E. HAAKINSON, Sioux City, Iowa, President of the H. E. Haakinson Coal Co., Sioux City, Iowa, was born in Christiania, Norway, April 5, 1861, and has been in the coal business for thirteen years. He is a member of the Retail Coal Dealers' Association of Minneapolis.

IOWA

W. W. ALBRIGHT, Lewis, Iowa, was born in Ohio in 1850, and has been in the coal business twenty-nine years.

B. B. ANDERSON, Estherville, Iowa, was born in Wyoming County, New York, October 2, 1859, and has been in the coal business for himself for the past twenty-six years.

WM. C. ARTHUR, Davenport, Iowa, who for the past twenty-five years has been a well known coal salesman in Iowa, was born in Pennsylvania, March 17, 1861. He has been connected with the Atlas Coal & Coke Co., The Whitebreast Fuel Co., Williams & Peters, Fowler & Wilson, Wonderland Coal Co., and Mitchell & Dillon Coal Co. During 1917 he joined the sales force of the Lincoln Highway Tire Co. of Fulton, Illinois.

T. I. BACHUS, Manager of The Eagle Lumber & Coal Co., Fayette, Iowa, was born at New Windsor, Illinois, February 3, 1860, and has been in the coal business for twenty-six years.

M. M. BARISH, Secretary and Treasurer Barish Bros. Coal Co., Sioux City, Iowa, was born in Russia July 25, 1887, and has been in the coal business for twelve years. E. Barish is President of this company.

WALTER BARRON, Pit Foreman and part owner of the Hopkins Coal Co., Colfax, Iowa, has worked in different capacities in Iowa mines for thirty-six years.

WILLIAM J. BECKWITH, Manager of Beckwith & Inglis, Wyoming, Iowa, was born in Delaware County, New York, June 1, 1868, and has been in the coal business for seven and a half years. He was formerly connected with the firm of Inglis Bros.

W. M. BEGGS, Manager of the Beggs Coal Co., Mystic, Iowa, is a native of Scotland, having been born there February 21, 1867, and has been in the coal business for twenty-four years.

SMITH B. BELLAMY of the S. B. Bellamy Lumber Co., Nashua, Iowa, was born at Nashua, April 6, 1871, and has been in the coal business for himself for fourteen years and previous to that was associated with his father. His brother, J. B. Bellamy, has also been connected with them most of the time.

GEO. H. BICKEL, member of the firm of Bruner & Bickel, Vinton, Iowa, was born in Norway, Iowa, November 18, 1884, and has been engaged in the coal business for eight years.

W. H. BLAKE of Grout & Blake, Winterset, Iowa, was born at Cisnie, Illinois, January 6, 1881, and has been in the coal business for five years.

W. H. BLAKELY, Norway, Iowa, was born in Wyoming, Iowa, July 10, 1869, and has been in the coal business for the past twenty-one years.

FRED O. BLOCK, Secretary and General Manager of the W. G. Block Co., Muscatine, Iowa, was born in Muscatine, Iowa, and has been in the coal business for sixteen years, associated with his father, operating several successful yards in various cities.

GEORGE H. BRUNER, member of the firm of Bruner & Bickel, Vinton, Iowa, was born in Lee County, Illinois, November 26, 1875, and has been in the coal business for ten years.

OSCAR F. BURKLAND, Creston, Iowa, was born in Lancaster, Missouri, and has been in the coal business thirteen years, having been formerly connected with the Cline & Shaw Fuel Co., St. Louis Coal Co. and the Prairie Block Coal Co.

JAMES CAMERON, Keokuk, Iowa, member of the firm of James Cameron Sons, is a native of Keokuk, and has been in the coal business for sixteen years.

GEORGE CAPEL, Oskaloosa, Iowa, was born at Frostburg, Maryland, December 19, 1877, and has been in the coal business thirteen years. He was formerly connected with Bennett & Capel and the Central Coal Co.

CYRIL T. CARNEY, General Superintendent of the Wright Coal Co. and Scandia Coal Co. at Carney, Iowa, was born in Grinnell, Iowa, March 3, 1889, and has been in the coal business for six years. He is also interested in the Carney Coal Co., Carney Cherokee Coal Co., The Saylor Coal Co. and John A. Logan Coal Co., and has served as a member of the Executive Board of Iowa Coal Operators' Association.

KRIEGH GERALD CARNEY, Manager of The Saylor Coal Co., Carney, Iowa, was born in Grinnell, Iowa, February 23, 1891, and has been in the coal business for the past six years. He is also interested in the Wright Coal Co.

A. W. CARLSON, JR., Secretary and General Manager of the Dallas Coal Co., Des Moines, Iowa, was born at Des Moines, Iowa, May 8, 1884, and has been in the coal business for the past thirteen years, having formerly been connected with the Maple Block Coal Co., Delaware Coal Co. and Zimbelman Coal Co.

MANDLEY C. CAVINESS, Manager of the Spahn & Rose Lumber Co., Afton, Iowa, was formerly in the coal business for three years at Fairfield, Iowa. He was born August 28, 1892.

CLARK E. CHALKER, Clinton, Iowa, son of George N. Chalker, was born in Clinton, Iowa, July 1, 1873, and has been associated with his father for thirty-two years and has been managing the business during recent years.

GEO. N. CHALKER, Clinton, Iowa, was born in Michigan July 14, 1842, and has been in the coal business thirty-three years. He has been a successful as well as one of the best known retail coal merchants in his section of the country.

C. S. COLBURN, Manager of Colburn Bros., Waverly, Iowa, has been engaged in the coal business for four years.

GEO. O. COBURN, Marshalltown, Iowa, was born in Marshalltown December 3, 1875, and has been in the coal business for thirteen years, succeeding the Brown Fuel & Lime Co. in 1910.

ORRIN W. COLLINS, Ft. Dodge, Iowa, was born in Muscatine, Iowa, December 4, 1882, and has been in the coal business for fifteen years. He is well and favorably known in the trade and was formerly connected with the Sam McClure Coal Co. for three years.

CHAS. J. CONNELL, Secretary and Treasurer of the Connell-Cowan Lumber Co., Cedar Falls, Iowa, was born in Cedar Falls November 28, 1880, and has been in the retail coal business for the past six years.

LANGDON J. CUMMINGS, Clinton, Iowa, was born in Caledonia County, Vermont, November 16, 1845, and has been in the retail coal business for thirty-one years, succeeding W. G. Cummings, who died May 10, 1911.

WILLIAM B. CURNES of the Curnes Grain Co., Osceola, Iowa, is a native of Iowa, having been born there February 11, 1867, and has been in the coal business for the past eight years.

A. W. DAHL, Clinton, Iowa, was born in Denmark in the year 1868, and has been in the coal business for fourteen years. He has also taken an active part in civic affairs and has been Councilman in the Sixth, now serving his second term. He is Past President of the Lyons Commercial Club.

C. H. DALBEY of F. Dalbey & Sons, Churdan, Iowa, was born in Olin, Iowa, September 18, 1886, and has been in the coal business for the past six years.

J. F. DAUBENBERGER, McGregor, Iowa, was born in McGregor, Iowa, March 3, 1862, and has been in the coal business for nineteen years.

MARK F. DERBY, President of The Derby Mills Co., Burlington, Iowa, was born in Burlington, Iowa, February 5, 1852, and has had a successful career in the retail coal business for the past twenty-one years.

NEWTON M. DERBY, Secretary-Treasurer of The Derby Mills Co., Burlington, Iowa, was born in Burlington, Iowa, August 23, 1887, and has been in the retail coal business for the past thirteen years.

WILLIAM HENRY DESSEL, Secretary, Treasurer and Manager of the Dessel Lumber Co., Holstein, Iowa, was born at Holstein, Iowa, September 14, 1887, and has been in the coal business for eight years.

CLEMENT H. DEUR, Missouri Valley, Iowa, was born in Onondaga County, New York, October 18, 1856, and has been in the coal business for thirty-eight years.

D. J. EBERHART, Newton, Iowa, was born at Catasauqua, Pennsylvania, January 29, 1853, and has been in the coal business for forty years.

I. C. EDMONDS, President of the Edmonds-Londergan Co., Marcus, Iowa, was born at Clinton, Iowa, in 1878, and is interested in yards at Matlock, Marcus, Edna, Hinton, Archer, Iowa, and Steen, Minnesota. He also owns three banks and a considerable amount of real estate.

A. H. EVANS, Owner and Manager of the A. H. Evans Co., Keokuk, Iowa, was born in New Jersey August 28, 1840, and has been in the coal business twenty-six years. Mr. Evans is one of the most favorably known retailers in his section. The firm was formerly The Chisholm & Evans Co., which was succeeded by himself, although there was no change in management.

C. F. EVANS, Manager of the City Fuel Co., Clarinda, Iowa, was born at Huntsville, Missouri, July 28, 1889, and has been in the coal business thirteen years. He is also interested in the Connelsville Coal & Mining Co., and was formerly connected with the Manufacturers Coal & Coke Co. He is now in the service of his country.

ISAAC EVANS, President Blount-Evans Coal Mining Co., Des Moines, Iowa, was born in Llandovery, Wales, March 4, 1854, and has been in the coal business twenty-eight years. The Blount-Evans Co. has been in the wholesale and retail coal business in Des Moines for twenty-eight years. Mr. Evans was formerly connected with the Evans Coal Mining Co., Iowa Coal Mining Co., West Riverside Coal Mining Co., and Center Coal & Mining Co.

SARAH HARRIS EVANS, President of the Central Coal Co., Lockman, Iowa, was born in Pomeroy, Ohio, January 31, 1870, and is the wife of T. L. Evans of the same company.

THOMAS LINCOLN EVANS, Secretary and Treasurer of the Central Coal Co., Lockman, Iowa, was born in Pomeroy, Ohio, April 14, 1865, and has been in the coal business for twenty-two years. He was formerly connected with the American Coal Co., Smoky Hollow Coal Co. and has been a member of the Iowa State Board of Mine Examiners.

GEORGE J. FINCK, Branch Manager of the firm of Harris & Dillavou, Burlington, Iowa, was born at San Francisco, California, January 13, 1875, and has been in the coal business fifteen years. He was formerly with the Hosford Coal Co. and with James Frame at Burlington, and was located at Denver, Colorado, two years. He also is President of the Cave Coal Co. and a stockholder in the Modern Coal Co. at Sesser, Illinois.

JOHN WESLEY FLEMING, Manager and Secretary of the Osceola Lumber Co., Osceola, Iowa, was born at Osceola, Iowa, February 23, 1870, and has been in the coal business for the past twenty-three years. He was formerly connected with W. B. Ballew Lumber Co. and Hawkeye Lumber Co.

C. S. FOWLER of the Fowler Coal Co., Clinton, Iowa, was born at Sturgis, Michigan, March 17, 1890, and has been in the coal business for six years. He was formerly connected with the firm of Fenlon & Fowler.

R. A. FRAZIER, Manager of R. A. Frazier & Son, Nevada, Colorado, and Morrison, Iowa, was born at Zanesville, Ohio, September 22, 1848, and has been in the coal business forty-four years, having been formerly connected with the firm of Walton & Frazier, Thomasboro, Illinois.

GEORGE A. FRENCH of the George A. French Co., Cherokee, Iowa, was born in Buchanan County, Iowa, March 17, 1874, and has been in the coal business for thirteen years, having been formerly connected with the Western Elevator Co.

AUGUST C. FREUND, Lowden, Iowa, principal of the firm of A. Freund & Co., was born July 7, 1860, and has been in the retail coal business since 1883.

OTIS ALBERT GABLE, Manager of John E. Gable & Co., Oxford Junction, Iowa, was born at Lost Nation, Iowa, June 16, 1879, and has been in the coal business for twelve years.

J. H. GILCHRIST of the Gilchrist Coal & Feed Co., Ames, Iowa, was born in Ames, Iowa, February 8, 1886. He has been in the coal business for seven years and was formerly with B. A. Lockwood Co., Des Moines, Iowa.

FRANK LEE GITCHELL of Gitchell Bros., Arlington, Iowa, was born at Center Point, Iowa, May 24, 1870, and has been in the retail coal business for the past twenty-eight years.

THOS. GORDEN of the Gorden-Elder Fuel Co., Mason City, Iowa, was born at Mt. Horeb, Wisconsin, November, 1859, while his partner, G. N. Elder, was born in Blairsville, Pennsylvania, August 20, 1859. They are successors to the Wallace Williams Coal Co.

J. T. GRANT, successor to C. A. Grant & Son, Rolfe, Iowa, was born in Gilman, Iowa, February 11, 1873, and has been in the coal business twenty-seven years.

EDWARD M. GRAY, Vice President and Manager of the Des Moines Coal Co., Des Moines, Iowa, was born at Coal Valley, Illinois, August 31, 1866, and has been in the coal business forty-one years. He is also interested in the Des Moines Sand & Fuel Co. and was formerly associated with the Keystone Coal Co. He has served as Secretary and Treasurer of the Iowa Coal Operators' Association.

GEORGE GREGORY, Marshalltown, Iowa, proprietor of the Gregory Coal, Coke & Lime Co., was born in Marshall County, Iowa, November 8, 1862, and has been in the coal business for thirty-six years. Mr. Gregory is one of the most prominent dealers in Iowa and has also been active in promoting every movement that was for the benefit of the coal trade or his city. He has also taken an interest in coal association affairs and was President of the Iowa and Nebraska Coal Dealers' Association, also the Northwestern Retail Coal Dealers' Association.

CHAS. E. GRIFFITH of Griffith Bros., Red Oak, Iowa, was born in Burlington, Iowa, in 1874, and has been in the coal business for fourteen years.

WILLIS G. HASKELL, President of W. G. Haskell Co., Cedar Rapids, Iowa, was born in Iowa, June 5, 1857, and has been actively identified with the coal business for twenty-five years, being one of the best known coal men in the West. He has served as President of the Northwestern Coal Dealers' Association, Postmaster of Cedar Rapids, State Senator, and in addition many other offices of honor in both the trade and community.

FRED H. HENRY, Belle Plaine, Iowa, was born in Belle Plaine June 2, 1868, and has been in the coal business for the past thirteen years, being one of the best known retailers in that section.

RALPH E. HOPKINS, General Manager of the Hopkins Coal Co., Colfax, Iowa, was born at Pueblo, Colorado, July 27, 1881, and has been with the present company for the past four years.

MELVILLE P. HUGHES, Clear Lake, Iowa, salesman for the Chicago, Wilmington & Franklin Coal Co., was born in Chicago, Illinois, September 4, 1891, and is a son of Wm. H. Hughes, one of the best known coal salesmen in the West. He has been in the coal business for the past seven years and formerly traveled for the Pittsburgh & Ashland Coal & Dock Co. and the Monon Coal Co.

WILLIAM HENRY HUGHES, Des Moines, Iowa, Iowa representative of the Chicago, Wilmington & Franklin Coal Co., was born at Hamilton, Ontario, November 7, 1861, and has been in the coal business for twenty-five years. Mr. Hughes is one of the best and most favorably known coal salesmen in the Northwest and formerly represented the General Wilmington Coal Co. and the Monon Coal Co. as Northwestern Sales Manager.

W. B. INGVOLDSTAD, President of the Ingvoldstad Lumber Co., Inc., Decorah, Iowa, was born in Decorah, Iowa, June 21, 1875, and has been in the coal business for the past eleven years.

HENRY C. JEFFERS of the City Fuel Co., Shenandoah, Iowa, was born in Ireland in 1850, and has been engaged in the coal business for fifteen years.

LARS JOHNSON, Exline, Iowa, Manager of the Iowa Block Coal Co., was born in Sweden September 13, 1880, and has been in the coal business twelve years. He is also interested in the Caldwell Coal Co. of Exline, Iowa.

JOHN L. JONES, President of the Regal Coal Co., Oskaloosa, Iowa, was born in Wales June 1, 1872, and has been in the coal business eighteen years. He was formerly connected with the Lost Creek Fuel Co., The Fraker Coal Co., and the LaKonta Coal Co., and is also interested in the Sheriff Coal Co.

V. V. KECK, Manager of the Citizens Lumber Co., Washta, Iowa, was born in Benton County, September 5, 1880, and has been in the coal business for sixteen years, also handling lumber and cement.

EVAN H. KELLY, Secretary and Treasurer Kelly Lumber Co., Sigourney, Iowa, was born in Burlington, Iowa, March 9, 1882, and has been in the coal business for ten years. Mr. Kelly was formerly connected with A. M. Neas & Son.

ARCHIBALD C. KESSLER, Waterloo, Iowa, was born in Dodgeville, Wisconsin, March 14, 1876, and has been in the coal business for eleven years. Mr. Kessler is also Vice President of the Friend Lumber Co., Waverly, Iowa, and was formerly connected with C. W. Chapman Lumber Co., Cedar Falls, Iowa, for four years.

C. E. KITTLESON, Manager of The Lumber & Grain Co., St. Ansgar, Iowa, was born at St. Ansgar, Iowa, December 5, 1864, and has been in the coal business for seven years.

HARRY H. KRUMMANN, President and General Manager of the Brown Coal Co., Sioux City, Iowa, was born in Sioux City, Iowa, February 17, 1872, and has been in the coal business for sixteen years. Mr. Krummann was formerly engaged in the banking business for about twelve years.

JOSEPH PERRY LANGFORD, Sales Manager of the W. G. Block Co., Cedar Rapids, Iowa, was born in Albany, Illinois, August 2, 1888, and has been in the coal business eleven years. He was formerly connected with the Purity Coal Co., Chicago, and is favorably known in that territory. Mr. Langford enlisted in the United States Navy May 15, 1918.

T. W. LARGE, DeWitt, Iowa, was born at DeWitt, Iowa, March 7, 1866, and has been in the coal business for twenty-five years. He was formerly connected with the firms of Small & Large and T. W. Large & Bro.

WM. LINNEVOLD, Secretary and Manager of the Nordness Creamery Co., Decorah, Iowa, was born at Decorah, Iowa, December 13, 1876, and has been in the coal business for the past twenty-one years.

WALTER A. LINTON, President and Manager of the Roseland Fuel Co., Ottumwa, Iowa, was born at Ainsworth, Iowa, October 25, 1879, and has been in the coal business for sixteen years. Mr. Linton has taken an active interest in local coal associations, having held several offices, and has acted as a Director in the Northwestern Association.

ROY G. LIVINGSTON, President and Manager of the Shenandoah Fuel Co., Shenandoah, Iowa, was born in Alta, Illinois, July 31, 1880, and has been in the coal business for ten years. He was formerly connected with A. T. McMaster Coal Co., Peoria, Illinois.

DAVID LODWICK, Secretary and Treasurer of the Diamond Block Coal Co., Mystic, Iowa, was born in Wales in 1864, and has been in the coal business thirty years, associated with his brother.

LEWELYN LODWICK, Diamond, Iowa, was born in Wales, August 20, 1856, and has been in the coal business for nearly thirty years. Mr. Lodwick is a well known Iowa operator and is President and Manager of the Appanoose Coal & Fuel Co., Diamond, Iowa, Treasurer of the Lodwick Bros. Coal Co., and President of the Winifred Coal Co., Mystic, Iowa.

J. J. MATHEWS, Cherokee, Iowa, was born at Lyons, Iowa, December 17, 1862, and has been in the coal business for twenty-six years. He is one of the best known retail coal merchants in his section of the state.

FRANK AMBROSE McCOLE, Manager of the W. G. Block Co., Mason City, Iowa, was born at Chilton, Wisconsin, May 11, 1880, and is one of the most active and popular coal salesmen in the Northwest. He formerly traveled in Iowa, representing the Johnston City Coal Co. and the Hart-Williams Coal Co.

JOHN H. McKLVEEN, Manager and partner in the firm of J. H. McKlveen & Co., Prairie City, Iowa, was born at Chariton, Iowa, September 10, 1887, and has been in the coal business for eleven years. Samuel McKlveen, Chariton, Iowa, is also a partner and has been a retailer in Chariton for about twenty-six years.

D. A. MILLER, Manager and Treasurer of the Milton Lumber Co., Milton, Iowa, was born in Milton June 3, 1872, and has been in the coal business nineteen years.

THOMAS JAMES MULGREW, President and Manager of the Thomas J. Mulgrew Co., Dubuque, Iowa, was born in Dubuque May 8, 1867, and has been in the coal business thirty-one years. He started with Hansen & Linehan of Dubuque and has been in business for himself twenty-five years, and is one of the best known coal men in his section.

HENRY W. NESLER, Manager of the Equity Shipping Association of Dyersville, Iowa, was born in New Vienna, Iowa, October 29, 1881, and has been in the coal business two years.

BENJAMIN SEDGWICK NOBLE, Ida Grove, Iowa, was born in Iowa February 17, 1864, and was formerly connected with W. A. Noble & Co. He has been in the coal business for twenty-four years.

CARL E. NORTON, Manager of the Farmers Elevator & Supply Co., Nora Springs, Iowa, was born at Waukon, Iowa, September 1, 1890, and has been in the coal business for the past six years.

OAKES BROS., retail coal merchants of Iowa City, Iowa, is composed of John P. Oakes, who was born in Iowa City, Iowa, April 9, 1866, and Perry C. Oakes, born at Iowa City July 15, 1870. The firm has been in business fifteen years.

THOMAS W. OAKES, partner in the firm of Smith & Oakes, Clinton, Iowa, was born in Ireland, December 25, 1851, and has been in the coal business for fifty-two years, having been connected with several firms before organizing the present company.

W. W. OLIVER, Secretary and General Manager of the Centerville Block Coal Co., Centerville, Iowa, was born at Crookham, England, October 30, 1843, and has been in the coal business for forty-three years. In 1880 he organized the Diamond Coal Co., which was consolidated in 1894 with the Centerville Coal Co., which was later merged into the present firm.

EUGENE PAINE, Iowa City, Iowa, was born in Orange County, Vermont, March 6, 1839, and has been in the retail coal business for half a century. He opened a yard in Iowa City in 1868 on the present site of the Chicago, Burlington & Quincy Railroad's passenger station. He was a member of the Army of the Potomac 1861-1865.

JOHN W. PLONALP, Storm Lake, Iowa, was born in Indiana in 1855, and has been in the coal business for twenty-six years. He formerly was connected with Plonalp & Wilson.

LUCIUS RANDALL ROSEBROOK, Manager of the Excelsior Coal Co., Oskaloosa, Iowa, is one of the pioneer coal men of Iowa. He was born at Lancaster, New Hampshire, March 7, 1848, and has been in the coal business for the past thirty-six years. During that time he has been identified with several leading companies and has made many friends throughout the trade.

A. C. SAX, Bloomfield, Iowa, a member of the firm of Sax Bros., was born at Saratoga, New York, March 9, 1840, and has been in the retail coal business for the past ten years.

F. A. SAX of Sax Bros., Bloomfield, Iowa, was born May 30, 1875, in Iowa and has been in the coal business for ten years.

GEORGE H. SAX of Sax Bros., Bloomfield, Iowa, was born October 16, 1877, in Iowa and has been in the coal business for ten years.

H. H. SHERIFF of the Sheriff Coal Co., Oskaloosa, Iowa, was born at Muscatine, Iowa, in 1861, and has been in the coal business for the past twenty-six years. He was one of the stockholders and directors of the Maple Coal Co., Oskaloosa, Iowa, and one of the stockholders and directors of the Greenridge Fuel Co.

SAMUEL T. SLADE, Secretary of the Des Moines Coal Co., Des Moines, Iowa, was born at Alden, New York, in 1853, and has been in the coal business for twenty-one years. He was formerly connected with Saylor Coal Co., Scandia Coal Co. and the Maple Block Coal Co.

CHAS. E. SMITH, Western Sales Manager of the Carter Coal Co., Marshalltown, Iowa, was born at Whitewater, Wisconsin, February 19, 1881, and has been in the coal business for sixteen years. He was formerly connected with the Gregory Coal, Coke & Lime Co. and the Clark Coal & Coke Co. of Peoria.

EDGAR A. SMITH, junior partner of the firm of E. J. Smith & Son, Whiting, Iowa, was born in Iowa April 15, 1869, and has been associated with his father, Edmund J. Smith, in the coal business for twenty-one years at Whiting, Iowa.

EDMUND J. SMITH, senior partner of the firm of E. J. Smith & Son, Whiting, Iowa, was born in Wisconsin April 27, 1844, and has been in the coal business for twenty-one years. He was formerly connected with the firms of Williams & Peters, Reiss Coal Co., Peabody Coal Co., Bell & Zoller and Old Ben Corp.

IRA HERBERT SMITH, member of the firm of Smith & Oakes, Clinton, Iowa, was born in Clinton January 23, 1863, and has been in the coal business for twenty-seven years. The firm is well and favorably known in the trade.

EDWARD M. SOBODA of the Cedar Rapids Fuel Co., Cedar Rapids, Iowa, is a native of Chicago, Illinois, having been born there February 18, 1867. For seventeen years he has been connected with the E. E. Pinney Coal Co.

E. A. TAPPAN, Belle Plaine, Iowa, was born in Tama County, Iowa, November 17, 1868, and has been in the coal and grain business for the past thirteen years.

CHAS. E. TAYLOR, Manager of the Emmetsburg Coal & Supply Co., Emmetsburg, Iowa, was born in Wisconsin in 1853, and has been in the coal business for fourteen years, being formerly connected with the firm of Moore Bros.

T. W. TRIMBLE of Trimble & Van Reenen, Bedford, Iowa, is a native of Illinois and has been in the retail coal business for the past two years.

JACOB JOHN VAN EIZENGA, Orange City, Iowa, was born in The Netherlands August 24, 1864, and has been in business for himself for the past three years. Previous to that he was for twelve years with Van Pelt & Van Eizenga and seven years with F. M. Slagle & Co.

GEO. F. WAGNER, Storm Lake, Iowa, was born at Calvary, Wisconsin, March 28, 1877, and has been engaged in the coal business for twenty-one years.

FRANK J. WARD, Secretary and General Manager of the Eclipse Lumber Co., Clinton, Iowa, is a native of Iowa, having been born at Waukon. He has been engaged in the coal business for a period of twenty-one years.

JAMES F. WEART, President of the Weart & Lysaght Co., Cherokee, Iowa, was born in Hopewell, New Jersey, May 7, 1870, and has been connected with the coal business for twenty-four years, being widely known throughout the West.

WALTER R. WEBB, President of Webb Bros. Co., Sioux City, Iowa, was born in Quebec, Canada, August 31, 1846, and has been in the coal business for twenty-nine years.

WM. A. WHITING, Washington, Iowa, was born at Caledonia, Illinois, August 3, 1860, and has been in the coal business for twenty years. He was formerly connected with Chas. Whiting, Roscoe, Illinois.

GEORGE F. WICKHAM, Manager of the Fenlon-Wickham Coal Co., Council Bluffs, Iowa, was born at Council Bluffs, Iowa, July 23, 1877, and has been in the coal business for seventeen years. Mr. Wickham is one of the best known and most popular coal men in the Missouri River territory.

R. W. WILLIS of the Citizens Coal Co., Mason City, Iowa, was born in Iowa and has been in the coal business for five years.

NATTIE WILSON, LeClaire, Iowa, was born in LeClaire December 22, 1858, and has handled farm implements and hardware, adding coal some four years ago.

W. W. WILSON, Washington, Iowa, was born at Washington, Iowa, December 18, 1866, and has been in the coal business eleven years.

H. M. YOUNG, member of the firm of Young Coal Co., Waterloo, Iowa, was born in Waterloo, Iowa, February 18, 1888, and has been associated with his brother in this company for five years.

J. A. YOUNG of the Young Coal Co., Waterloo, Iowa, was born at Waterloo, Iowa, June 7, 1883, and has been engaged in the coal business for fourteen years. Mr. Young has been a Director in the Northwestern Coal Dealers' Association.

EDGAR JONES VREELAND, Manager of the Coal Hill Coal Co., Des Moines, Iowa, is a native of Illinois, having been born in 1874, and has been in the coal business for the past eighteen years.

KANSAS

KANSAS, from the point of view of production, ranks second of the three states underlaid with the coal measures of the western interior region and recent figures (1916) show that it is pressing Iowa closely for first honors in this field. Serious labor troubles during the past decade have operated to interfere seriously with the natural increase in production in Kansas, whereas the competing state of Iowa has been singularly free from prolonged shutdowns arising from that cause.

The Kansas coal measures are in the eastern portion of the state and underlie approximately 20,000 square miles, 75 per cent. of which is estimated by the United States Geological Survey to be "probably more or less productive." There are three fields of major importance. Cherokee and Crawford counties, in the southeastern corner of the state, constitute the most important district. The coal in this field varies from three to 10 feet, with an average thickness of 40 to 42 inches. The output of these two counties represents over 90 per cent. of the total production of the state.

The second field of major commercial importance is in the northeastern part of the state adjacent to Leavenworth and Atchison. This is the only district in which deep mining is carried on in the western interior coal region. Shafts in this field are sunk to depths of from 700 to 1,150 feet. Production in the Leavenworth-Atchison district represents approximately six per cent. of the total output of the state. The third field of note is the Osage in Osage and adjacent counties. This bed, lying stratigraphically 2,000 feet above the Cherokee coal, has a vein 20 to 22 inches thick and yields approximately three per cent. of the total output for the state. Although all of the production in the Leavenworth-Atchison district is credited to Kansas, the workings at Leavenworth extend under the Missouri river into Missouri and it is estimated that 75 per cent. of the coal hoisted at the Leavenworth tipples is actually mined in Platte county, Missouri.

Kansas made its entrance into the ranks of coal producing states in 1869, when its output totaled 36,891 tons. Actual production statistics between 1870 and 1880 have not been published, but the reports as gathered by the United States Geological Survey since 1882 show the following yearly output:

Year.	Ton.	Year.	Ton.
1882	750,000	1900	4,467,870
1883	900,000	1901	4,900,528
1884	1,100,000	1902	5,266,065
1885	1,212,057	1903	5,839,976
1886	1,400,000	1904	6,333,307
1887	1,596,879	1905	6,423,979
1888	1,850,000	1906	6,024,775
1889	2,221,043	1907	7,322,449
1890	2,259,922	1908	6,245,508
1891	2,716,705	1909	6,986,478
1892	3,007,276	1910	4,921,451
1893	2,652,546	1911	6,178,728
1894	3,388,251	1912	6,986,182
1895	2,926,870	1913	7,202,210
1896	2,884,801	1914	6,860,988
1897	3,054,012	1915	6,824,474
1898	3,406,555	1916	6,881,455
1899	3,852,267		

In 1915 46 per cent. of the total production was used by the rail carriers. Approximately 28 per cent. of the production, or over 59 per cent. of the consuming requirements of the state was used locally. Four neighboring states took 26 per cent. In detail the distribution was as follows: Used in Kansas—Mines, 184,071; local, 105,531; Kansas, 1,591,123; total, 1,879,725, or 28 per cent. Interstate—Arkansas, 13,669; Missouri, 926,480; Nebraska, 774,937; Oklahoma, 75,162; total, 1,790,248, or 26 per cent.; railroads, 3,154,501, or 46 per cent.; total, 6,824,474.

The per capita consumption of bituminous coal for the year was 1.65 tons; anthracite, .01 ton; total, 1.66 tons. Upon a square mile basis the figure was 39 tons. Some coal from the strip pit fuel of the Cherokee-Crawford field is in demand by the zinc smelting interests about Pittsburg because of its non-coking qualities. A small portion of the shaft mine coal has been manufactured into coke for use at local smelters. In detail the fuel requirements and sources of supply are as follows: Arkansas, 114,812; Colorado, 340,779; Illinois, 414,467; Indiana, 149; Iowa, 40,092; Kansas, 1,879,725; Kentucky, 54,871; Missouri, 167,483; New Mexico, 98,103; Oklahoma, 12,038; Pennsylvania, 1,333; West Virginia, 390; Wyoming, 38,540; total, 3,162,782; Pennsylvania anthracite, 25,000; grand total, 3,187,782.

ARTHUR H. FRENCH, Pittsburg, Kansas,
General Manager, Secretary and Treasurer of the J. J. Stephenson Coal Co., Pittsburg, Kansas, was born in Cherokee County, Kansas, November 6, 1880, and has been in the coal business for nineteen years. He is also interested in the Pittsburg-Scammon Coal Co., of which he is Secretary and Treasurer, and the J. J. Stephenson & Son Coal Mining Co., of which he is Secretary. He was formerly with the Central Coal & Coke Co., Wear Coal Co., and is a member of the Southwestern Interstate Coal Operators' Association and Kansas Employees Association.

JAMES HAMILTON, Weir, Kansas,
President and Treasurer of the Hamilton Coal & Mercantile Co., was born in Beith, Scotland, March 5, 1864, and has been in the coal business thirty-eight years. This firm is the oldest coal producer in Kansas, having been organized by William Hamilton, father of James Hamilton, forty years ago. Mr. Hamilton is also President of the Southern Kansas Coal Co. He was previously connected with the Hamilton & Braidwood Coal Co. and at one time was Superintendent of the Kansas state mines at Lansing. He has an individual membership in the Chamber of Commerce of the United States of America.

KANSAS

B. D. BENNETT, Ottawa, Kansas, was born in the state of Illinois April 11, 1861, and has been in the coal business twenty-six years.

O. S. CUMMINGS, Manager of the Florence Grain & Coal Co., Florence, Kansas, was born in Lyndon, Kansas, February 11, 1889, and has been in the coal business for six years. He was formerly connected with the Aves Lumber & Coal Co., Florence, Kansas.

FLOYD E. DOUBLEDAY, Owner and Manager of the Doubleday Coal Co., Pittsburg, Kansas, was born in Penn Yan, New York, June 23, 1859, and has been in the coal business for thirty-six years. He was formerly connected with the Oswego Coal Co., Rogers Coal Co., Kansas & Texas Coal Co. and Central Coal & Coke Co.

GUILFORD DUDLEY, President of the McCleery-Dudley Lumber Co., Topeka, Kansas, was born in Topeka, Kansas, February 9, 1879, and has been in the coal business for three and a half years.

T. P. FAIR of the T. P. Fair Lumber Co., Great Bend, Kansas, was born in Pennsylvania August 11, 1837, and was engaged in the coal business for thirty-five years. He was formerly a member of the firm of Edwards & Fair for thirty years and for five years prior to his death in 1916 was located at Great Bend with the company bearing his name.

J. D. FELL, Manager of the Chicago Lumber & Coal Co., Concordia, Kansas, was born in Prescott, Ontario, January 6, 1861, and has been in the coal business for thirty-three years. He was formerly connected with Howell Bros.

B. E. FRIZZELL of the firm of Frizzell & Smith, Halstead, Kansas, has been engaged in the coal business for six years.

A. M. GRIFFETH, Manager of the Barnard Lumber Co., Barnard, Kansas, was born in the state of Illinois, September 19, 1859, and has been in the coal business for twenty-one years. He was formerly connected with Baker Bros. Lumber Co.

F. HAVEMANN, Manager of the Treat & Shaffer Co., Hays, Kansas, has been in the coal business for thirty-six years.

WILLIAM N. HAWLEY of the Hawley Lumber Co., Herington, Kansas, was born at Pekin, Illinois, August 26, 1859, and has been in the coal business for twenty-six years.

E. F. HENNEY, Horton, Kansas, was born in Dover, Illinois, November 7, 1862, and has been in the coal business for twenty-two years.

ADOLPH HUMBURG, Bison, Kansas, Manager of The Humburg Lumber Co., was born at Hermann, Missouri, November 27, 1886, and has been in the coal business for thirteen years.

CASSIUS MONT JACKSON of the Southwestern Coal Co., Wichita, Kansas, was born at Clyde, Kansas, April 9, 1883, and has been in the coal business for six years. He was formerly with the Swastika Fuel Co. The Southwestern Coal Co. maintains division offices at Wichita, Dallas, McAlester, Hastings, and Amarillo.

LEO G. JOHNSON, Superintendent The Western Fuel Co., Osage City, Kansas, was born in Osage City, Kansas, August 14, 1891, and has been in the coal business for six years. He is a member of the General Scale Committee of South Western Interstate Coal Operators' Association.

HUGH LAWLOR of the Central Coal & Material Co., Topeka, Kansas, was born in Wakarusa, Kansas, April 9, 1864, and has been in the coal business for five years.

RALPH J. LAWRENCE, General Manager of the Carney-Cherokee Coal Co., Pittsburg, Kansas, was born at Fairview, Pennsylvania, November 13, 1877, and has been in the coal business for six years. He formerly was connected with the Carney Coal Co.

HENRY E. LEONHORDT, General Manager and Treasurer of the Kiowa Lumber Co., Kiowa, Kansas, was born in Germany August 21, 1881, and has been in the coal business for sixteen years. He was formerly connected with the J. W. Metz Lumber Co.

THOMAS J. MACREDIE, Clearwater, Kansas, was born in Scotland, April 18, 1843, and has been in the coal business for thirty-four years.

J. T. MARTIN, La Cygne, Kansas, was born in England November 6, 1842, and has been in the coal business for about twenty-one years. Mr. Martin is the owner of the Martin coal mine.

JOHN McALEER, Wichita, Kansas, salesman for the Western Coal & Mining Co., Kansas City, Missouri, was born in Providence, Rhode Island, June 24, 1870, and has been in the coal business twenty-five years. He was formerly connected with the South Omaha Ice & Coal Co., Bolen Coal Co., Central Coal & Coke Co., the Fidelity Coal & Mining Co., and Mackie-Clemens Fuel Co., making his headquarters at Wichita, Kansas, for twenty-three years and covering Nebraska, Southwestern Missouri, Oklahoma and Kansas. He is well known throughout the trade.

HENRY L. McCURDY, Stafford, Kansas, was born in Independence, Missouri, November 3, 1861, and has been in the coal business covering a period of eighteen years.

GEO. T. McGRATH, President of the Geo. T. McGrath Coal Co., Pittsburg, Kansas, was born in the state of Pennsylvania in the year 1860 and has been in the coal business thirty-six years. He was formerly connected with the Central Coal & Coke Co. of Kansas City. Mr. McGrath has acted as State Mine Inspector and has filled many positions of trust and has done much to build up the mining industry, and while in the State Legislature used his influence to help enact safety mining laws. He is a well-known and highly respected citizen in the community as well as throughout the trade.

GEO. C. MOSES of Geo. C. Moses & Son, Junction City, Kansas, was born at Canton Center, Connecticut, November 29, 1856, and has been in the coal business about twenty-six years.

J. P. J. NELSON, Scott City, Kansas, was born at Lake Geneva, Wisconsin, June 27, 1848, and has been in the coal business for eighteen years at Scott City, Kansas.

E. NETTLEBLADE of the Black Diamond Coal Co., Osage City, Kansas, was born in Sweden, September 19, 1870, and has been in the coal business for nineteen years.

FRANK C. NICHOLS, Secretary-Treasurer of the Nevius Coal Co., Pittsburg, Kansas, was born in Emporia, Kansas, December 28, 1877, and has been in the coal business twenty-one years. He was formerly connected with the Kansas & Texas Coal Co.

JACK W. NICHOLSON of the firm of Nicholson Bros., Ellis, Kansas, was born at Ellis, Kansas, July 18, 1887. This firm has been in the coal business for thirty-six years.

RALPH A. NICHOLSON, member of the firm of Nicholson Bros., Ellis, Kansas, was born in Ellis, Kansas, November 13, 1888, and with his brother, Jack W. Nicholson, owns the firm of Nicholson Bros.

A. F. NIEMOLLER, Manager of H. Niemoller & Sons, Wakefield, Kansas, was born in Holland, Dubois County, Indiana, June 17, 1868, and has been in the coal business for thirteen years.

JAMES S. PATTON, President of the Patton Coal & Mining Co., Frontenac, Kansas, was born in Livonia, Indiana, December 22, 1863, and has been in the coal business for twenty-one years.

HERMAN LOUIS POPPMEYER of the Topeka Coal Co., Topeka, Kansas, was born in Topeka, Kansas, July 20, 1874, and has been in the coal business for twenty years.

WALTER S. RANDLE of W. S. Randle & Son, Hutchinson, Kansas, was born in Illinois in May, 1857, and has been in the coal business thirty-one years. He acted as Treasurer and member of the Executive Committee of the Kansas and Missouri Association. Frank S. Randle, a son, is Manager of the company.

JOHN H. RUST, Altamont, Kansas, was born in Cambridgeshire, England, December 19, 1851, and has been in the coal business thirty-three years.

LEWIS S. SCHWAB, President Weir Junction Coal Co., Cherokee, Kansas, was born in Henry County, Illinois, June 27, 1876, and has been in the coal business for twenty-two years.

E. B. SHAFFER, Madison, Kansas, was born in Sedgwick, Kansas, March 2, 1879, and has been in the retail coal business for nine years.

CHARLES E. SHAW, Salina, Kansas, was born in Owego, New York, June 3, 1853, and has been in the coal business for twenty-four years.

DON I. SHEPHERD, St. John, Kansas, was born in St. John, Kansas, in August, 1887, and has been in the coal business for ten years.

JAMES C. SHIMER, Manager of J. C. Shimer & Son, Topeka, Kansas, was born at Indianapolis, Indiana, September 26, 1864, and has been in the coal business for thirty-one years. He was formerly connected with McNeely & Shimer for a year.

BOYD V. SLOAN, Hiawatha, Kansas, was born at Huron, Kansas, August 29, 1876, and has been engaged in the coal business for seven years.

C. A. SMITH, partner in the firm of Frizzell & Smith, Halstead, Kansas, has been in the coal business for about six years, associated with B. E. Frizzell.

CHARLES FRANCIS SPENCER, President of the Pittsburg & Midway Coal Mining Co., Pittsburg, Kansas, and the Spencer-Newlands Coal Co., operating in Mulberry, Kansas, also General Manager of the Columbus Coal Co., of Columbus, Kansas, was born in Columbus in 1873, and has been in the coal business twenty-six years.

CHARLES EDMUND STEVENS, Junction City, Kansas, was born in Madison County, Illinois, September 21, 1872, and has been in the coal business for fifteen years.

N. O. SWANSON, Vice President and General Manager of the Leidigh & Havens Lumber Co., Kansas City, Missouri, was born at Stanton, Iowa, September 7, 1878, and has been in the coal business for twenty-one years.

CHARLES F. TULLOCH, junior member of the firm of Tulloch Coal Co., Topeka, Kansas, was born in Westphalia, Kansas, October 29, 1889, and has been in the coal business for ten years, associated with his father, John C. Tulloch.

JOHN C. TULLOCH of the Tulloch Coal Co., Topeka, Kansas, was born in Iowa in 1859, and has been in the coal business for about twenty-eight years. He previously was with the firms of Webster-Tulloch Co. and the Green Coal Co.

J. H. TURNER, Wichita, Kansas, was born in Norwich, England, in the year 1876, and has been in the coal business for sixteen years.

CLIFFORD W. WATERMAN, President and General Manager The Barton Ridge Coal Co., Mulberry, Kansas, was born in Mulberry, Kansas, February 12, 1878, and has been in the coal business for nineteen years. He was formerly connected with the Western Coal Mining Co., The Fleming Coal Co., and branches of the Fleming Coal Co.

N. O. WAYMIRE, Garfield, Kansas, was born at Saybrook, Ohio, September 20, 1849, and was in the coal business for about eleven years. For several years he served in the capacity of Director in the Missouri and Kansas Coal Dealers' Association. Mr. Waymire has now retired from active business.

JOHN WEBER, General Manager of the retail yards of Weber & Co., Salina, Kansas, was born at Dubuque, Iowa, December 10, 1877, and has been in the coal business for sixteen years. He was formerly connected with the Weber & Peirano Co. and is now President of the Kansas Retail Coal Dealers' Association.

JAS. B. WELCH of J. Welch & Sons, Leavenworth, Kansas, was born in Leavenworth, Kansas, and has been in the coal business for twenty-two years. Mr. Welch is a well-known coal merchant in Leavenworth and vicinity.

WALTER W. WESSEN of the Wessen Coal Co., Topeka, Kansas, was born in Topeka, Kansas, August 22, 1880, and has been engaged in the coal business for four years. He was previously connected with the A. F. Wessen Coal Co., and has also acted as Secretary-Treasurer of the Topeka Coal Dealers' Association.

JOHN U. WHILLANS, Manager of Whillans & Co., Lindsborg, Kansas, was born in Wisconsin, August 1, 1859, and has been in the coal business for eleven years.

JAMES HUFFORD WOLFE, Lewis, Kansas, was born in Fremont, Ohio, October 31, 1863, and was engaged in the coal business for fourteen years. His death occurred March 29, 1917. For a period of two years James R. Wolfe, a son, was associated with his father in the coal business.

CHAS. A. WRIGHT, Atchison, Kansas, has been engaged in the coal business for twenty-five years.

HARRY W. YOUNG, Manager of Young & Sons, Hutchinson, Kansas, was born at Moulton, Iowa, October 12, 1883, and has been in the coal business for nineteen years.

H. H. ZIEGENBUSCH, member of the firm of Edwards & Ziegenbusch, Ellinwood, Kansas, was born at Ellinwood, Kansas, in the year 1878. W. R. Edwards and B. K. Edwards are also members of this company, which succeeded the old firm of Edwards & Fair.

CLAYTON M. ZIMMERMAN, Newton, Kansas, was born in Newton, Kansas, in the year 1882, and has been in the coal business for thirteen years. He was formerly connected with M. M. Zimmerman Coal Co.

KENTUCKY

WHILE Kentucky was among the first states to enter the American coal producing ranks, it is during the last decade that it has made its most marked strides. From 1906 to 1916 its total output rose from 9,653,647 to 25,393,997 tons. While, from a tonnage point of view, this is exceeded by certain of the larger coal producing regions, measured upon a percentage basis, the increase of over 260 per cent. establishes a record approached by no other state. In fact, during the same period but three other states, North Dakota, Utah and Virginia, were able to double their production and the increases in the states just named, both from the percentage and from the actual tonnage basis, do not begin to measure up with the Kentucky achievements.

From the point of view of the annual wealth contributed by Mother Earth to Kentucky's material advancement and prosperity, coal is outranked only by tobacco. While from a monetary point of view the value of the coal production in 1915 was only 77 per cent. of that of the tobacco crop, the real significance of the contribution made by coal appears when it is shown that the per ton value of the fuel was only a fraction over $1, while that of the tobacco was slightly under $156.

Even this record, remarkable as it might seem to the outsider who has not fully appreciated the major part played by the coal industry in upbuilding the commercial greatness that has made the United States the leading nation of the world, does not tell the entire tale. The wonderful strides made during the past decade do not mark the zenith or begin to approach it of the coal possibilities of the Blue Grass State. The great eastern field, which has been the scene of the greatest commercial activities during the past seven years, still awaits expanded transportation facilities to fully test its values. Greater plans for the further early exploitation of the coal resources of Kentucky are under way than in any other state east of the Mississippi river. During the first quarter of 1918 announcement was made of the purchase of 25,000 acres of undeveloped lands in the state and a few days after this news had been made public, the further announcement was made that other interests were planning large expenditures for the immediate development of another tract of 30,000 acres.

Geologically speaking Kentucky is unique. It is the only state in the Union "which has within its borders areas belonging to any two of the great coal fields." The eastern field, which has been the scene of the greatest exploitation during the past ten years, is underlaid with the coal measures of the great Appalachian region. The western field forms the southeastern part of the eastern interior coal basin of Illinois, Indiana and western Kentucky. The coal-bearing areas of this part of the state are estimated to contain 6,400 square miles, while those of the eastern field are estimated to contain 10,270 square miles. The chief characteristics of the two fields are thus described by the Geological Survey:

"From a practical standpoint, the eastern Kentucky coal field is a unit, unless the Middlesboro-Harlan field, cut off by the Pine Mountain fault, be excepted. The coals belong to the Allegheny formation and to the Pottsville group. The Pottsville, which at the Ohio river has a thickness of only a few hundred feet and carries five coals, is in the southeastern corner of the state, about 5,000 feet thick and carries nearly 50 coals, of which a dozen or more are locally of workable thickness and quality. The eastern Kentucky coals are mostly high-grade gas or coking coals, with some cannel coal. In the Jellico coal field, the Jellico and the Blue Gem beds are both thin, the latter being successfully mined where averaging only 22 inches. On the other hand some of the beds show eight and nine feet or more of workable coal.

"The workable part of the western district of Kentucky is confined for the most part to two beds, designated as Nos. 9 and 11 by the Geographical Survey of Kentucky. Of these No. 9 (equivalent to No. 5 of the Illinois field) is the more persistent and furnishes probably 75 per cent. or more of the total production of the western counties of the state. It underlies the whole or portions of eight counties, including all of the field except its eastern portion and the southern or southwestern edge and a few other places where it has been cut out by irregularities in the structure which near the west and south borders of the field is seriously affected by faults. The bed has an average thickness of about five feet and only rarely thickens out to more than five feet six inches or thins down to less than four feet six inches. Over a broad zone it lies within 300 feet below the surface and the mining is done by shaft. Bed No. 11 lies from 40 to 100 feet above No. 9 and is the next

important bed in western Kentucky. It is much more regular than No. 9, but usually where worked has a thickness of six feet or over. Another bed lying about 25 feet above No. 11 is known as No. 12. It is mined in Webster, Hopkins, McLean and Muhlenberg counties. In the central portion of this field this bed attains a thickness of from three to six feet. Other beds besides these three are mined at several localities in the district, notably what is supposed to be No. 6 and also No. 5."

The earliest records of Kentucky production date back to 1827 and state that coal was mined "on the right side of the Cumberland river below the mouth of Laurel." While the exact location of this operation is not known, it was evidently in either Laurel or Pulaski counties in the eastern field. A report of the State Geological Survey, published in 1838, also is authority for the statement that these mines shipped five boat loads of coal to Nashville in 1828 and probably from 25 to 35 boat loads per annum between 1829 and 1834. Between 1834 and 1837 shipments ran between 75 to 100 boat loads, "or about 3,500 bushels a year. The coal was for the most part consumed in the salt works and iron furnaces convenient to the rivers, the only means of transportation." During the early period under review the production, according to estimates based upon available data, ranged from 2,000 to 10,000 tons. The 1840 Census placed the output for that year at 23,527 tons. The next authentic figure appears in the Census for 1860, when production had reached 285,760 tons. Ten years later the after-effects of the Civil War were reflected in the drop to 150,582 tons, but by 1880 the output was approaching the 1,000,000-ton mark, the actual figures being 946,288 tons. Production since that date is shown in detail in the following table:

Year.	Ton.	Year.	Ton.
1881	1,232,000	1899	4,607,255
1882	1,300,000	1900	5,328,964
1883	1,650,000	1901	5,469,986
1884	1,550,000	1902	6,766,984
1885	1,600,000	1903	7,538,032
1886	1,550,000	1904	7,576,482
1887	1,933,185	1905	8,432,523
1888	2,570,000	1906	9,653,647
1889	2,399,755	1907	10,753,124
1890	2,701,496	1908	10,246,553
1891	2,916,069	1909	10,697,384
1892	3,025,313	1910	14,623,319
1893	3,007,179	1911	14,049,703
1894	3,111,192	1912	16,490,521
1895	3,357,770	1913	19,616,600
1896	3,333,478	1914	20,382,763
1897	3,602,097	1915	21,361,674
1898	3,887,908	1916	25,393,997

The diversified uses to which the product of the Kentucky mines may be put has given the producers of the state a wide market for the distribution of their output. Despite the fact that Kentucky coals are welcomed in over half the states of the Union, next to the total of the other states, the home territory remains the second largest customer, using 21 per cent. of the total output. This home consumption satisfies over 85 per cent. of the bituminous coal requirements of the commonwealth. The railroads absorb 22 per cent. of the production. Shipments to the Great Lakes, which accounted for only three per cent. of the output in 1915, have been and are a growing factor in the marketing of the coal from the southeastern field.

In the interstate distribution "the best developed markets for the coal from western Kentucky are to the south and southwest, particularly in the Mississippi Valley," but recent changes in the currents of coal traffic have also permitted a heavier movement northbound to Chicago territory and operators in the western Kentucky field have been contending for a readjustment of rates, which they claim would permit a wider distribution of coal from their field into northern and northwestern territory. Into these markets the eastern field has been a shipper of importance, the movement at and through Chicago during the calendar year of 1915 alone amounting to 1,738,915 tons, against 760,108 tons in 1914. In 1916 this particular movement had risen to 2,513,403 tons, an increase of over 230 per cent. over 1914, and it was only persistent car shortages and embargoes that interfered with the march of progress in 1917. In detail, the distribution of the product of the state as a whole for 1915 is shown in the table following. During that particular year about 65 per cent. of the production of the state was from the eastern field, which first exceeded the western field in total production in 1911:

	Ton.
Used in Kentucky:	
Used at mines	495,313
Sold to local trade	586,864
Made into coke at mines	458,105
Shipped to Kentucky points	2,888,773
Total used in Kentucky	4,429,055
Shipped to other States:	
Alabama	86,966
Arkansas	56,913
Florida	17,268
Georgia	800,822
Illinois	864,047
Indiana	2,886,806
Iowa	335,431
Kansas	54,871
Louisiana	215,007
Michigan	1,061,640
Minnesota	345,333
Mississippi	630,518
Missouri	478,164
Nebraska	92,091
North and South Carolina	143,660
North Dakota	418
Ohio	1,359,813
Pennsylvania	*79,125
South Dakota	89,220

Tennessee	1,560,776
Texas	40,112
Virginia	2,064
West Virginia	87
Wisconsin	379,644
Total shipped to other States	11,580,796
Shipped to Great Lakes for cargo	702,000
Used by railroads	4,649,823
Total production	21,361,674

*Includes Kentucky coal exported by rail to Canada.

The per capita consumption in the state (1.64 tons bituminous coal and .01 ton anthracite), while by no means at the bottom of the list, is considerably under the average for the country as a whole. On the other hand its square mile consumption of 128 tons exceeds the national average by a margin of five tons. The anthracite consumption, 20,000 tons, although above that in a number of other states, is small. Kentucky looks to bituminous coal for its major fuel requirements and, as before stated, calls upon its own mines for more than 85 per cent. of its total consumption. Exclusive of a small tonnage of Maryland coal, reported from Iowa, the total bituminous consumption of the state for 1915 was 5,196,321 tons, distributed as follows: Illinois, 6,807; Kentucky, 4,429,055; Ohio, 371, which includes some coal consumed in South Dakota; Pennsylvania, 131,101; Tennessee, 185,580; West Virginia, 443,407; total, 5,196,231.

JUSTUS S. STEARNS, Ludington, Michigan,
President Stearns Coal & Lumber Co., Stearns, Kentucky, making his home and headquarters at Ludington, Michigan, was born April 10, 1845, in Chautauqua County, New York, and has been in the coal business for the past ten years. Mr. Stearns has had for many years extensive interests in the salt and lumber trade and his company is now taking an equally prominent place in the coal industry.

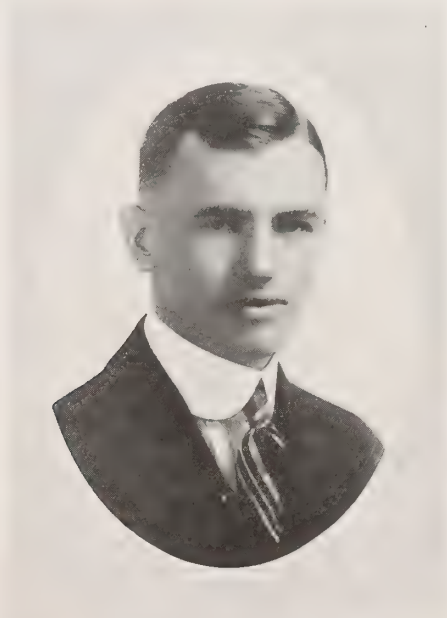
JOHN E. BUTLER, Stearns, Kentucky,
President and General Manager Fidelity Coal Mining Co., Stearns, Kentucky, was born in Canada August 1, 1873, and has been in the coal business sixteen years. Mr. Butler is also General Manager of The Stearns Coal & Lumber Co. and of the Kentucky & Tennessee Railway Co. He served as President of the Kentucky Mining Institute for the years 1916-1917.

ROBERT L. STEARNS, Stearns, Kentucky,
Managing Director of the Stearns Coal & Lumber Co. of Stearns, Kentucky, was born in Conneaut, Ohio, March 14, 1872, and has been in the coal business for eleven years. Under Mr. Stearns' management this company has made rapid growth and is one of the important producers of Kentucky coal.

K. W. DYAS, Stearns, Kentucky,
Sales Manager of the Stearns Coal & Lumber Co., Stearns, Kentucky, was born in Crittenden, Kentucky, September 19, 1882, and has been in the coal business for seven years. He is also a Director in the Fidelity Coal Mining Co. of Exodus, Kentucky.

WILLIAM ARRINGTON WICKLIFFE, Greenville, Kentucky, Born in South Carrollton, Kentucky, February 16, 1860, has been in the coal business fourteen years. He is President of the Greenville Coal Co., also President of the W. A. Wickliffe Coal Co., which company he organized in 1904, and a large stockholder in the Nelson Creek Coal Co. He is President of the Ohio Valley Coal Operators' Association, also a member of the West Kentucky Conservation Association. Mr. Wickliffe is well known in banking circles in Kentucky, being President of the First National Bank, Greenville, which is one of the largest banks in the state. For many years he has been engaged in the practice of law with the firm of Jonson, Wickliffe & Jonson.

CLARENCE MARVIN MARTIN, Greenville, Kentucky, Vice President and General Manager Greenville Coal Co., Greenville, Kentucky, also General Manager W. A. Wickliffe Coal Co., was born in Greenville July 19, 1878, and has been in the coal business fifteen years. He has served on the Executive Board of the Western Kentucky Coal Operators' Association, Ohio Valley Coal Operators' Association, and the West Kentucky Conservation Association.



MAT LEE WICKLIFFE, Greenville, Kentucky, Secretary-Treasurer Greenville Coal Co., Greenville, Kentucky, also Secretary-Treasurer W. A. Wickliffe Coal Co., was born in Greenville August 9, 1888, and has been in the coal business ten years. He is a member of the Western Kentucky Coal Operators' Association, Ohio Valley Coal Operators' Association, and the West Kentucky Conservation Association.

WILLIAM S. SPEED, Louisville, Kentucky,
President North Jellico Coal Co., Louisville, Kentucky, was born in Louisville, Kentucky, September 10, 1873, and has been in the coal business for sixteen years. He is also Vice President of the Pioneer Coal Co. and President of the Beaver Dam Coal Co.

FREDERICK M. SACKETT, Louisville, Kentucky,
Vice President North Jellico Coal Co., Louisville, Kentucky, was born at Providence, Rhode Island, December 8, 1868, and has been in the coal business for twenty-one years. He is also President of the Pioneer Coal Co. and Vice President of the Beaver Dam Coal Co.

F. D. WOOD, Louisville, Kentucky,
President and General Manager Kentucky Rock Asphalt Co., Louisville, Kentucky, was born in Sauk Rapids, Minnesota, May 5, 1876, and has been in the coal business twenty-four years. He was until recently President and General Manager of the Wallins Creek Coal Co., and was interested in the Wallins Creek Sales Co. He was formerly with the Elk Coal Co., Terry's Fork Coal Co., Pittsburgh Coal Co., Straight Creek Mineral Co , and others. He has held positions of honor in the coal associations of his state.

TIPTON LOUIS YOUNG, Louisville, Kentucky,
Vice President-Treasurer Wallins Creek Coal Co., Louisville, Kentucky, was born in Lexington, Kentucky, December 31, 1871, and has been in the coal business thirty-four years. He is Sales Manager of the Wallins Creek Sales Co., and was formerly with the Louis des Cognets & Co. and the Lexington Coal & Coke Co., and holds positions of honor in the coal operators' associations of the state.

ALBERT J. EARLEY, Louisville, Kentucky,
Louisville Manager Central Coal & Iron Co., Speed Building, Louisville, Kentucky. was born in Louisville September 7, 1883, and has been in the coal business twenty years. Mr. Earley has spent his entire business life with this company, having started as office boy and having been promoted steadily to his present position.

LOUIS A. POWELL, Louisville Kentucky,
Manager Federal Coal Co., Louisville, Kentucky, was born in Louisville, Kentucky, December 1, 1888, and has been in the coal business for eleven years. He was formerly connected with the Louisville Coal & Coke Co., White Oak Coal Co. and the Continental Coal Corp.

KENNETH U. MEGUIRE, Louisville, Kentucky,
President Harlan Coal Co., Louisville, Kentucky, was born in New Orleans, Louisiana, January 31, 1880, and has been in the coal business for thirteen years. He is interested in the Harlan Coal Co., the Harlan Coal Mining Co., the Kentucky Headwaters Coal Co., the Paint Cliff Mines Co., Amburgy Coal Co., and others. He was formerly with the Snead & Meguire Coal Co. Mr. Meguire has served as President of the Kentucky Mining Institute, Vice President Kentucky Mine Owners' Association and has been active in other organizations.

R. C. TWAY, Louisville, Kentucky,
President R. C. Tway Coal Co., Louisville, Kentucky, was born in Louisville, Kentucky, October 21, 1881, and has been in the coal business ten years. He is also President of the R. C. Tway Mining Co. and the James Coal Co. He is a member of the Harlan County Coal Operators' Association and the Southern Appalachian Coal Operators' Association.

JOHN P. GORMAN, Lexington, Kentucky,
General Manager of the Hazard Coal Co., Lexington, Kentucky, and General Superintendent of the Tennessee-Jellico Coal Co., was born in Houtsdale, Pennsylvania, January 7, 1877, and has been in the coal business since he was eight years of age. Mr. Gorman is also President of the Marian Coal Co. and General Superintendent of the Block Coal & Coke Co., and has interests in the Comargo Coal Co. He is a member of the Executive Board of the Hazard Coal Operators' Exchange, and is one of the best known Kentucky operators.

LESLIE I. COLEMAN, Knoxville, Tennessee,
Vice President and General Manager of the Tennessee-Jellico Coal Co., Knoxville, Tennessee, was born March 4, 1860, in Falmouth, Kentucky, and has been in the coal business about thirty-two years. He is also Vice President and General Manager of the Block Coal & Coke Co., President and Treasurer of the Comargo Coal Co., and Vice President Hazard Coal Co. and Tennessee Jellico Coal Corp. Mr. Coleman has been a Director of the Executive Committee and member of the Traffic Committee of the Southern Appalachian Coal Operators Association and is one of the best known coal operators in the South.

JOHN W. WILLIAMS, Coxton, Ky.,
President and General Manager Lick Branch Coal Co., Coxton, Kentucky, was born in Mahanoy City, Pennsylvania, February 22, 1872, and has been in the coal business thirty-five years. He was previously connected with the Proctor Coal Co., Red Ash, Trosper Coal Co., Trosper, and the Wallins Creek Coal Co., Wallins, all of Kentucky.

DOVER WILLIAMS, Coxton, Ky.,
Secretary-Treasurer Lick Branch Coal Co., Coxton, Kentucky, was born in Soddy, Tennessee, April 13, 1874, and has been in the coal business seven years. He was formerly with the Wallins Creek Coal Co.

CLAUDE LOGAN RYLEY, Lexington, Kentucky,
Owner of C. L. Ryley Coal Co., Lexington, Kentucky, was born in Troy, Kentucky, May 19, 1869, and has been in the coal business for twenty-one years. The firm is composed of Mr. Ryley and his son, C. Reginald Ryley. Mr. Ryley is also President of the Fayette Coal, Grain & Feed Co., and was formerly connected with the firm of Ryley & Collins and the White Ash Coal Co. He is the coal member of the Rotary Club in Lexington, and is well and favorably known throughout the trade.

C. REGINALD RYLEY, Lexington, Kentucky,
Assistant Manager C. L. Ryley Coal Co., Lexington, Kentucky, was born in Woodford County, Kentucky, July 15, 1897, and has been associated with his father, C. L. Ryley, in the wholesale coal business for about three years.

WILLIAM DIXON COIL, Madisonville, Kentucky,
President Coil Coal Co., Madisonville, Kentucky, also President of the Sunset Coal Co., was born in Hopkins County, Kentucky, May 27, 1867, and has been in the coal business for twenty-three years. He was previously connected with the Rose Creek Coal Co. Mr. Coil is a member of the Western Kentucky Operators Association. Both companies of which he is President are members of the West Kentucky Conservation Association.

HOYT H. COIL, Madisonville, Kentucky,
General Manager Coil Coal Co., Madisonville, Kentucky, was born in Hopkins County, Kentucky, August 1, 1891, and has been in the coal business eight years. He is General Manager of the Sunset Coal Co., interested in the Peerless Mining Co. and holds a position of honor with the West Kentucky Conservation Association.

E. P. NICHOLSON, Middlesboro, Kentucky,
President Low Ash Mining Co. and Manager of the Home Run Coal Co., Middlesboro, Kentucky, was born in Pulaski, Virginia, April 27, 1872, and has been in the coal business for nineteen years. He is also President of the Central Coal & Feed Co. and was formerly with the Lick Fork Coal Co., the West Virginia Coal Co., and the Nicholson Coal Co.

FREDERICK DEMPSTER HART, JR., Middlesboro, Ky.,
Vice President and General Manager Low Ash Mining Co. and President of Home Run Coal Co., Middlesboro, Kentucky, was born in Detroit, Michigan, April 10, 1872, and has been in the coal business thirteen years. He is also interested in the Central Coal & Feed Co. He was formerly with the Wallsend Coal & Coke Co., National Coal & Iron Co. and Appalachian Washed Coal Co. Mr. Hart was educated as an electrical and mechanical engineer.

WALTER S. HARKINS, Prestonsburg, Kentucky,
Of Harkins & Harkins, Prestonsburg, counsel for many coal companies in Floyd County and Eastern Kentucky, was born in Prestonsburg September 25, 1857. In addition to acting as counsel Mr. Harkins was one of the pioneers in the buying and selling of coal and mineral lands in Kentucky and in the course of thirty years or more has handled many large sales and leases. Personally he is one of the largest individual owners of coal and mineral properties in Kentucky, interested in several banks, and still in active practice in both State and United States courts.

JOSEPH D. HARKINS, Prestonsburg, Kentucky,
Of Harkins & Harkins, Prestonsburg, counsel for coal companies, was born in Prestonsburg April 24, 1884. Since entering the firm he has taken an active part in the purchase and sale of coal and mineral lands. The firm is connected with every branch of the coal industry except the actual mining of coal, and their services, because of their practical, as well as legal, knowledge of the mining laws and conditions, are much sought after.

WALTER S. WELLS, Prestonsburg, Kentucky,
Late General Manager Middle Creek Coal Co., Prestonsburg, Kentucky, was born in Paintsville, Kentucky, August 5, 1888, and had been in the coal business eight years up to the time of his death, October 16, 1918. He was president of the Black Diamond Coal Co., Salt Lick Coal Co., Beaver-Elkhorn Coal Co., and the Lorain-Elkhorn Coal Co. He served as Vice President of the Kentucky Mining Institute and Secretary-Treasurer of the Big Sandy Coal Mining Institute.

GEORGE BOOTON ARCHER, Prestonsburg, Kentucky,
Secretary-Treasurer of the Middle Creek Coal Co., Prestonsburg, Kentucky, was born in Prestonsburg, Kentucky, May 30, 1892, and has been in the coal business for about seven years. He is a Director in the following companies: Beaver-Elkhorn Coal Co., Lorain-Elkhorn Coal Co., Black Diamond Coal Co., and Salt Lick Coal Co.

J. W. ALLEY, Prestonsburg, Ky.,
President-Manager Prestonsburg Coal Co., Inc., Prestonsburg, Kentucky, was born in Virginia, October 8, 1862, and has been in the coal business twenty-seven years. He was formerly with the Virginia Pocahontas Coal Co. and the Virginia Iron, Coal & Coke Co. Mr. Alley installed the plant of the Stonewall Coal & Coke Co. and has been in the Big Sandy field ten years.

THOMAS JEFFERSON ASHER, Wasioto, Kentucky,
Was born in Redbird, Clay County, Kentucky, May 21, 1848, and has been associated with the remarkable development of Kentucky coal lands.

J. D. CAIN, Middlesboro, Kentucky,
Assistant State Inspector of Mines, Middlesboro, Kentucky, was born in Illinois December 27, 1860, and has been in the coal business thirty-one years. He was formerly connected with the Lady Ensley Coal, Iron & Railway Co., Richmond Coal Co., R. O. Campbell Coal Co., Wilhoit Coal Co., and the Blackwood Coal & Coke Co. Mr. Cain is considered one of the best posted coalmen in Kentucky and an authority on eastern Kentucky coal properties.

C. R. COLEMAN, Stanford, Kentucky,
Vice President and General Manager Coleman Mining Co., Inc., Cary, Bell County, Kentucky, was born in Maysville, Pennsylvania, December 16, 1862, and has been in the coal business for thirty-one years. Mr. Coleman enjoys an enviable reputation in the coal trade and is the guiding spirit of the company. They operate an absolutely modern plant equipped with the latest mining machinery, producing about five hundred tons per day. Mr. Coleman was formerly with the Lexington & Carter County Mining Co. and the Manchester Coal Co.

WILLIAM E. DAVIS, Lexington, Kentucky,
Vice President and General Manager Midland Mining Co., Lexington, Kentucky, was born in Knoxville, Tennessee, December 7, 1877, and has been in the coal business nineteen years. He is Vice President of the East Tennessee Coal Co. and a Director of the Kenmont Coal Co., Kentucky Block Coal Co., Kentucky Jewel Coal Co., and Elk Fork Coal Co. He sold recently his interest in the First Creek Coal Co. of which he was President and General Manager. He is the pioneer of the Hazard coal fields in Kentucky and has equipped and operated some of the best properties in that field.

W. J. BROWN, JR., Lennut, Ky.,
Was born in Bristol, Virginia, and is in charge of the Daniel Boone Coal Co., Lennut, Kentucky, known as the Hazard field. This company has recently completed the opening of another mine on Lotts Creek, having a daily capacity of 3,000 tons, equipped with all modern electrical equipment.

WILLIAM GRAHAM DUNCAN, Greenville, Kentucky,
President W. G. Duncan Coal Co., was born September 4, 1851, in Hollytown, Scotland, and has been engaged fifty-two years in the coal industry. He is one of Kentucky's best known operators.

DANIEL BOONE LOGAN, Pineville, Kentucky,
President White-Log Jellico Coal Co., Elk Coal Co., Terry's Fork Coal Co., Dorton Branch Coal Co., and Straight Creek Mineral Co., was born in Carter County, Kentucky, April 23, 1858, and by reason of a quarter of a century's experience in mining coal is considered one of the leading operators of Kentucky. He was at one time with the Wallsend Coal & Coke Co.

EDWARD J. HAKETT, Louisville, Ky.,
Born in Leitchfield, Kentucky, December 3, 1866, has had twenty very active years in both mining and selling coal. He is President of the Caledonia Mining Co., Treasurer of the D. J. Mackey Co., and Secretary and Treasurer of the Fork Ridge Mining Co., of the Big Four Coal Co., and of the Big Muddy Mining Co., all operating companies, and Treasurer and Manager of the Edward J. Hackett Coal Co., a retail company.

J. L. MANRING, Middlesboro, Kentucky
President Manring Coal Exchange, Middlesboro, Kentucky, was born in the state of Ohio in 1872 and has been in the coal business for twenty-two years. He is also President of the Winona Coal Co. and was formerly with the Fork Ridge Coal Co. and the Sterling Coal Co., as well as a member of the Southern Appalachian Coal Operators Association. Mr. Manring is Mayor of Middlesboro and one of the best known operators in the eastern Kentucky field.

WHITE LANE MOSS, Pineville, Kentucky, President of the White Moss Coal Co., Pineville, Kentucky, was born in Pineville, Kentucky, September 4, 1883, and has been in the coal business twelve years. He was formerly with the Continental Coal Corp, White Star Coal Co., Straight Creek Coal Mining Co., Moss & Sons Coal Co., and Poplar Hignite Coal Co. He has served as President of the Kentucky Mining Institute and as member of Executive Committee, Southern Appalachian Coal Operators' Association, and has many warm friends in the coal trade.

J. L. MORGAN, Pikeville, Kentucky, Manager of the Allegheny Coke Co., Hellier, Kentucky, is a well known coal operator, having spent many years in the coal business. He has been in the Big Sandy Valley for twelve years and was formerly in the Pocahontas field of West Virginia.

GEORGE MORIN SHOEMAKER, Evarts, Kentucky. President and General Manager The Red Dragon Coal Co., Evarts, Kentucky, was born in Wilkes-Barre, Pennsylvania, June 21, 1871, and has been in the coal business thirty-three years. He is also General Manager of the Bailey's Creek Coal Co., Harlan, Kentucky. He was formerly with the La-Follette Coal, Iron & Railway Co. and the New River Collieries Co. He has been chairman of the Executive Board of the Southern Appalachian Coal Operators Association. He is a member of the American Institute of Mining Engineers.

CHARLES M. RIKER, Paducah, Ky., General Manager and Treasurer Eureka Coal & Coke Co., Paducah, Kentucky, was born in East Orange, New Jersey, February 15, 1876, and has been in the coal business nineteen years. He is General Manager of the Carbondale Coal & Coke Co., and President of the C. M. Riker Coal Co. (mines of St. Charles, Kentucky). He was previously with the Pennsylvania Coal Co., Erie Coal Co., and West Kentucky Coal Co.

HARRISON LaFAYETTE TUCKER, Rockport, Kentucky, President-General Manager Rockport Coal Co., Rockport, Kentucky, was born in Union County, Tennessee, July 12, 1874, and has been in the coal business for twenty-seven years. He was formerly with the Chas. F. Keeler Coal Co., W. S. Bogle Coal Co. and the Grant Coal Mining Co., and is Secretary-Treasurer and Commissioner of Western Kentucky Coal Operators Association.

CAPT. W. C. TUCKER, Benham, Kentucky, General Superintendent of the Wisconsin Steel Co., Benham, Kentucky, was born in Columbus, Mississippi, January 20, 1864, and has been in the coal business for thirty-six years. Capt. Tucker is widely known for his ability in the survey and development of coal lands and has a splendid reputation in the eastern Kentucky field.

J. ALBERT SMITH, Central City, Ky., General Manager Gibraltar Coal Mining Co., Central City, Kentucky, was born in Lynnville, Tennessee, August 11, 1881, and has been in the coal business thirteen years, all the time with this company. He is also interested in the Mercer Coal Co. and the Brown Coal Co., Memphis. He is Vice President of the Western Kentucky Operators' Association and a member of the West Kentucky Conservation Association and the Ohio Valley Coal Operators' Association.

B. W. WHITFIELD, Kitts, Kentucky, President Clover Fork Mining Co., Kitts, Kentucky, was born January 24, 1865, and has been in the coal business for twenty-six years. Mr. Whitfield was formerly connected with several companies in Alabama and later operated the Left Fork Coal Co., which was afterwards sold to the Continental Coal Co.

KENTUCKY—Louisville

JOHN HENRY BICKEL, JR., Louisville, Kentucky, was born in Louisville September 28, 1873, and has been in the coal business eleven years. He was formerly with the East Kentucky Mining Co. and the W. G. Duncan Coal Co.

WILLIAM F. BURWINKLE, President Walnut Coal Co., Inc., Louisville, Kentucky, was born in Louisville, Kentucky, October 13, 1882, and has been in the coal business twelve years. He is also interested in the James Coal Co. and was formerly connected with the Joseph Walton Co. and R. C. Tway Coal Co. E. E. Weber is Treasurer of the company.

CHARLES L. CRUSH, President Atlas Coal Co., Louisville, Kentucky, was born in Louisville, Kentucky, February 16, 1867, and has been in the coal business for twenty-three years. He was formerly with the Pacific Coal Co., and has held positions of honor with the coal organizations of the state, and is well known throughout the trade.

GEORGE E. DAVIS, Manager of the Consolidation Coal Co., Louisville, Kentucky, was born in Richmond, Virginia, June 26, 1870, and has been in the coal business covering a period of ten years. Mr. Davis was formerly in the railroad service and has many friends in the trade.

LEON FRANKEL, President Frankel Coal Co., Louisville, Kentucky, was born in Louisville, Kentucky, September 28, 1878, and has been in the coal business for seventeen years.

WILLIAM B. GATHRIGHT, Sales Agent and Assistant Manager of the St. Bernard Mining Co., Louisville, Kentucky, was born in Indianapolis, Indiana, in 1881, and has been in the coal business thirteen years.

C. D. HAUGER, President Mannington Coal Co., Louisville, Kentucky, was born in Washington County, Indiana, July 18, 1881, and has been in the coal business two years.

KARL JUNGBLUTH, JR., of the Harlan Coal Co., Louisville, Kentucky, was born in Louisville, Kentucky, July 20, 1876, and has been in the coal business for fifteen years. He is also interested in the Harlan Coal Mining Co., and was formerly with the Smokeless Fuel Co., Cincinnati, Ohio.

E. MANNING, Secretary-Treasurer Harlan Coal Co., Harlan Coal Mining Co., and Treasurer Kentucky Headwaters Coal Co., Louisville, Kentucky, has been in the coal business four years. He was formerly connected with The Snead & Meguire Coal Co.

W. S. McDANELD, President Drabelle Yager Coal Co., Louisville, Kentucky, was born in Louisville, Kentucky, in 1881, and has been in the coal business for eleven years.

CHARLES J. O'CONNOR, Manager of the Pittsburgh Coal Co., Louisville, Kentucky, was born in Louisville May 4, 1867, and has been in the coal business thirty-five years. He was formerly with the O'Neil Coal & Coke Co., later merged into the present company.

FRED W. OTT, JR., Traffic Manager R. C. Tway Coal Co., Louisville, Kentucky, was born in Louisville, Kentucky, December 1, 1888, and has been in the coal business covering a period of six years.

LOUIS A. SHAFER, Sales Manager James Coal Co., Louisville, Kentucky, was born in Louisville, Kentucky, March 16, 1871, and has been in the coal business for twenty-eight years. He is also interested in the R. C. Tway Coal Co., and was formerly connected with the Southern Coal & Coke Co., Straight Creek Coal & Coke Co., Asher Coal Agency, Jellico-Laurel Coal Agency, Louisville & Nashville Railroad Coal Agency and others. Mr. Shafer is considered one of the best retail coal salesmen in the state and is widely known throughout the trade.

ROBERT A. WATSON, Manager of the Byrne & Speed Coal Co. and the Jellico-Laurel Coal Agency, Louisville, Kentucky, was born in Louisville, Kentucky, December 12, 1868, and has been in the coal business for thirty years.

DR. ROBERT WEDEKIND, Louisville, Kentucky, President of the Tennessee Jellico Coal Corp., Block Coal & Coke Co., Hazard Coal Co. and the Tennessee Jellico Coal Co., was born in Louisville, Kentucky, March 7, 1871, and has been in the coal business for twelve years. Dr. Wedekind is the largest farm land owner in the state.

KENTUCKY

HARRY W. ABBOTT, Manager of The M. M. Allen Supply Co., Newport, Kentucky, was born in Covington, Kentucky, December 25, 1875, and has been in the coal business for eleven years.

VAN BUREN ALEXANDER of Alexander Bros., Cadiz, Kentucky, was born in Cadiz, Kentucky, January 22, 1876, and has been in the coal business for sixteen years. He was formerly with Alexander Bros. & Sands.

F. J. ALSOP, General Manager Alsop Bros., Hawesville, Kentucky, was born in Hawesville in 1879 and has been in the coal business seventeen years. He was formerly with Aubur Ash & Fenley Co.

SAM J. ALVES, Henderson, Kentucky, was born in Henderson County, Kentucky, August 1, 1847, and has been in the coal business for twenty-six years. He was formerly with the Coreydon Mining Co.

GEO. C. ATKINSON, President St. Bernard Mining Co., Earlington, Kentucky, was born in New Jersey May 15, 1852, and has been in the coal business since 1871. He is also President of the Victoria Coal Co. and one of the largest coal operators in Kentucky, his father being a pioneer in the development of that state.

THOMAS MARSHAL BARROW, Owensboro, Kentucky, was born in Clark County, Kentucky, in 1873, and has been in the coal business for seventeen years.

J. W. BASTIN, Secretary-General Manager Nelson Creek Coal Co., Nelson, Kentucky, was born in Lincoln County, Kentucky, September 18, 1862, and has been in the coal business for thirty-six years. He is also interested in the Bevier Coal Co., Cleaton, Kentucky, and was formerly with the Laurel Coal Co. and the New Laurel Coal Co., Pittsburg,

PERCY D. BERRY, Vice President and Treasurer Providence Mining Co., Providence, Kentucky, was born in Madisonville, Kentucky, November 24, 1874, and has been in the coal business twenty-seven years, the company formerly being known as the Providence Coal Co. Mr. Berry is serving as a Director in the Kentucky Mine Owners' Association and the Ohio Valley Coal Operators' Association.

ALEXANDER BLAIR, General Manager Pittsburgh Coal Co., Henderson, Kentucky, was born in Scotland October 16, 1859, and has been in the coal business for twenty years.

LINDSAY R. BLANTON, Richmond, Kentucky, was born in Richmond, Kentucky, April 25, 1890, and has been in the coal business all his life. The firm bearing Mr. Blanton's name started business in 1885 and he has been its Manager for eight years or more.

C. G. BOWMAN, President Daniel Boone Coal Co., Hazard, Kentucky, was born in Estell County in 1864. Mr. Bowman is a man of means and is well and favorably known in Kentucky, having been engaged in the lumber industry as well as coal business for many years.

HENRY L. BRADLEY, Manager of Bradley Bros., Paducah, Kentucky, was born in Paducah in 1872 and has been in the coal business for twenty-one years.

W. W. BRIDGES, President Black Diamond Coal & Mining Co., Drakesboro, Kentucky, was born at Boxville, Kentucky, March 12, 1873, and has been in the coal business for twenty-six years, with the one company.

WILLIAM WILSON BROADDUS, President W. W. Broaddus & Co., Richmond, Kentucky, was born in Madison County, Kentucky, January 17, 1876, and has been in the coal business twenty-three years. He was formerly with L. R. Blanton fourteen years.

A. V. BROWN, Secretary-Treasurer Golden Ash Coal Co., Williamsburg, Kentucky, was born in Osgood, Indiana, June 14, 1884, and has been in the coal business for fifteen years. He is also Auditor for the Southern Mining Co. and is interested in the New Caryville Coal Co. and the Gatliff Coal Co.

CHARLES D. BURDICK, Auditor and Assistant Treasurer West Kentucky Coal Co., Sturgis, Kentucky, was born near Uniondale, Pennsylvania, August 19, 1874, and has been in the coal business for twenty-seven years. He was formerly with the Hillside Coal & Iron Co. and the Pennsylvania Coal Co. at Scranton, Pennsylvania.

GEORGE S. CHOWNING, President of Hall & Chowning, Shelbyville, Kentucky, was born in Shelbyville, Kentucky, September 7, 1876, and has been in the coal business for fifteen years. Mr. Chowning is one of the most popular retailers in that section.

J. J. CHRISTIE, General Manager Marrowbone Mining Co., Pikeville, Kentucky, was born in the state of Pennsylvania and has been in the coal business about all his life. He is President of the Mossy Bottom Mining Co. and General Manager of the Natts Creek Mining Co.

GEORGE THOMAS CLARK of The George T. Clark Coal & Sand Co., Russellville, Kentucky, was born in Russellville March 27, 1865, and has been in the coal business for fifteen years.

EDWARD R. CLAYTON, Secretary of the Harlan County Coal Operators' Association, Harlan, Kentucky, was born in Grafton, West Virginia, January 10, 1876, and has been in the coal business for nineteen years. He was formerly connected with the Maryland Coal Co., Wendel, West Virginia, The Harlan Coal Co., Louisville, Kentucky, and the Wallins Creek Coal Co., Louisville, Kentucky. He is Secretary of the Harlan County Coal Operators' Association, and on February 1, 1918, was appointed a District Representative of the United States Fuel Administration, with headquarters at Knoxville, Tennessee.

S. H. CRAIN, Crain Coal Co., Flemingsburg, Kentucky, was born in Fleming County, February 9, 1864, and has been in the coal business for sixteen years. He was formerly with the Collins-Crain Co.

B. C. DAVIDSON, Secretary-Treasurer Uniontown Coal & Mining Co., Uniontown, Kentucky, was born in Hawesville, Kentucky, April 6, 1865, and has been in the coal business for thirty-one years. He was formerly connected with B. C. Davidson & Sons and B. C. Davidson Coal Co.

J. EARLE DAVIS, Shelbyville, Kentucky, was born in Shelby County, Kentucky, and has been associated with Curtis P. Hall in the retail coal business for the past year under the name of Hall & Davis.

HARRY W. DICKERSON of the Reliance Coal & Coke Co., Cincinnati, Ohio, was born in Kenton County, Kentucky, January 18, 1890, and has been in the coal business for six years. He is also interested in the Lincoln Coal Co. of Cincinnati, and was formerly with the Marmet-Halm Coal & Coke Co., Cincinnati, Ohio.

WILLIAM C. DODSON, Paris, Kentucky, is a native of Kentucky, born June 11, 1861, and has been in the coal business for over seventeen years. He is a well known retailer in that section.

W. H. DOUGLAS of the firm of W. H. Douglas & Son, Richmond, Kentucky, was born in Madison County, Kentucky, January 20, 1860, and has been in the coal business for six years.

WILLIAM TRUMAN DRURY, Morganfield, Kentucky, was born in Waverly, Kentucky, October 15, 1871, and has been in the coal business for eight years. He was formerly with the River & Rail Coal & Coke Co. and the Drury Coal Co. Mr. Drury has 2,020 acres of undeveloped coal lands.

HARRY DRAPER EASTON, General Superintendent Federal Coal Co., Inc., successors to Continental Coal Corp., Straight Creek, Kentucky, was born in Mehoopany, Pennsylvania, in 1878, and is an authority on the coal industry and the author of books and articles on the subject. Mr. Easton is a Professor of Mining Engineering and has been instructor in this branch in several universities.

ISAAC J. ENGLE, Lexington, Kentucky, member of the firm of Shepherd, Engle & Given, was born in Richmond, Kentucky, about thirty-six years ago. He was formerly connected with John B. Payne and Louis des Cognets & Co., and has been in the coal business for about thirteen years.

DR. C. W. EVANS, General Manager Colonial Coal & Coke Co., Prestonsburg, Kentucky, was born in Pottsville, Pennsylvania, fifty-nine years ago, and has been in the coal business sixteen years. He was formerly with the Henry Clay Coal Co. Dr. Evans gave up the medical profession for the coal industry and has been in the Big Sandy field since 1905.

SAMUEL MILTON FREESE, Treasurer The Kentucky Block Cannel Coal Co., Cannell City, Kentucky, was born in Louisa, Kentucky, March 27, 1873, and has been in the coal business for fourteen years.

H. H. FUNK, Sutton, Kentucky, General Manager of The Funk Coal Co., was born in Pennsylvania in 1851 and has been in the present company about two years.

SHELBY GISH, President Central Coal & Iron Co., Central City, Kentucky, was born near Central City, Kentucky, in the year 1877, and has coal interests in the Gish Cannel Coal Co., McHenry Coal Co., Jellico Coal Co., Consolidated Coal Co., Five J Coal Co. and the Central Coal & Iron Co.

JAMES G. GIVEN, member of the firm of Shepherd, Engle & Given, Lexington, Kentucky, was born in Lexington, Kentucky, about forty-four years ago. He was formerly connected with George Land and the Pluto Coal Co. and has been in the coal business for about twenty-six years.

WALTER SCOTT GLORE, Danville Ice & Coal Co., Danville, Kentucky, was born in Louisville, Kentucky, January 12, 1878, and has been in the coal business for twenty-one years. He is interested in the Kentucky-Tennessee Property Co. and the Virginia Mining Co.

JOHN H. GRIFFITT, Superintendent Marrowbone Mining Co., Lookout, Kentucky, was born in Marmet, West Virginia, in the year 1865, and has been in the coal business for thirty-seven years. He was formerly connected with the Solvay Collieries Co., Kingston, West Virginia.

B. P. GRIGSBY, SR., President of Grigsby & Co., Bardstown, Kentucky, was born in Bardstown, Kentucky, May 30, 1847, and has been in the coal business for twenty-eight years. His sons, B. P. Grigsby, Jr., O. E. Grigsby and R. W. Grigsby, are associated with him in the business. James Carothers, Jr., has also been with the company for twenty-eight years.

S. B. GRUBBS, Warsaw, Kentucky, was born in Florence, Boone County, Kentucky, July 14, 1846, and has been in the coal business for twenty-eight years.

ELZO GUTHRIE, President Republic Coal Co., Harlan, Kentucky, was born in the state of Alabama, January 19, 1872, and has been in the coal business for twenty-one years. He was formerly with the Alabama Coal Co.

CURTIS P. HALL, Shelbyville, Kentucky, was born in Shelby County, Kentucky, and has been in the coal business under the firm name of Hall & Davis since January 1, 1917, which firm succeeded Hall & Crume.

EVERETTE McDOWELL HARMAN, Vice President and General Manager Allburn Coal & Coke Co., McCarr, Kentucky, was born in Ennis, West Virginia, September 22, 1890, and has been in the coal business for nine years. He was formerly with the Premier Pocahontas Collieries Co.

R. F. HASKINS, General Manager Diamond Block Coal Co., Hazard, Kentucky, was born in Virginia and has been in the coal business for fifteen years. He is interested in the Acme By-Products Coal Co., Fleming, Kentucky, and was previously connected with the Majestic Collieries Co. and the Vulcan Coal Co.

J. T. HATFIELD, Secretary-Treasurer Hatfield Coal Co., Covington, Kentucky, was born in Lincoln, Illinois, February 25, 1866, and has been in the coal business for thirty-six years. He started in business for himself at the age of sixteen years. He is President of the Great Kanawha River Improvement Association and is interested in the Pomeroy Dock Co., Pittsburg Mining Co., Thomas & Hartweg Lands Co., West Virginia Washed Coal Co., Plymouth Coal & Mining Co., Coalburgh-Kanawha Mining Co., E. J. Hickey Transportation Co., Atlas Coal Co., P. & K. Finger Bros. Coal Co., Madison Coal & Supply Co., and several other firms. He is well and favorably known throughout the trade.

W. B. HILL, Litchfield, Kentucky, was born in Kentucky March 4, 1850, and has been in the coal business for three years. He was formerly connected with the Rockport Coal Co.

ROGER W. HENDERSON, Purchasing Agent Stearns Coal & Lumber Co., Stearns, Kentucky, was born in California, Kentucky, February 23, 1888, and has been in the coal business for twelve years.

WILLIAM H. HOGE of the Hoge Coal Co., Frankfort, Kentucky, was born in Staunton, Virginia, November 8, 1863, and has been in the coal business twenty-one years. He was formerly with Black & Hoge. The Hoge Coal Co. is successor to Black & Hoge, one of the oldest coal companies in Frankfort.

NORMAN A. HOLT, Secretary The Holt Coal Co., Central City, Kentucky, was born at Snow Shoe, Pennsylvania, December 20, 1875, and has been in the coal business for sixteen years. He was formerly with W. F. Holt. Mr. Holt is a member of the Western Kentucky Coal Operators' Association, Ohio Valley Coal Operators' Association, and the Western Kentucky Conservation Association.

RODGER D. HOLT, Clay, Kentucky, Manager of the Clay mines of the Clifty Consolidated Coal Co., was born in Franklin, Tennessee, in 1891, and has been in the coal business eight years. He is also interested in the mines at Clifty, Tennessee.

JESSE C. HOSKINS, President and General Manager of the Magnet Coal Co., Hosman, Kentucky, was born in Tennessee, August 22, 1857, and has been in the coal business for twenty-five years. He is interested in the Imperial-Jellico Coal Co., Rockhold, Kentucky, and was formerly connected with the Emlyn Coal Co.

CHARLES HUDDLESTON, Fulton, Kentucky, was born in Fulton County, Kentucky, October 24, 1876, and has been in the coal business for eleven years.

ROBERT JAMESON, General Manager of Thomas Jameson & Son, Beattyville, Kentucky, was born in Beattyville, Kentucky, in 1892, and has been in the coal business sixteen years, associated with Thomas Jameson, who has been in the coal business forty-one years. Mr. Jameson is President of the Jameson Coal Co., and Secretary and Treasurer of The Relco Coal Mining Co. at Idamay, Kentucky. They now operate five mines.

THOMAS JAMESON of the Thomas Jameson & Son Coal Co., Beattyville, Kentucky, has been in the coal business for forty-one years and is at present operating five mines. He is associated with his son, Robert Jameson.

THOMAS E. JENKINS of the West Kentucky Coal Co., Sturgis, Kentucky, was born in Wayland, Ohio, October 6, 1876, and has been in the coal business for twenty-three years. He was formerly with Jenkins & Bailey in Ohio, Economy Coal Co., and the Illinois Coal Operators' Liability Co.

DAVID JOHNSON of The Shelby Coal Mining Co., Shelbiana, Kentucky, was born in Ohio, December 23, 1874, and has been in the coal business for sixteen years.

C. A. KENNEY of Kenney & Marimon, Nicholasville, Kentucky, was born at Clear Creek, Illinois, June 10, 1862, and has been in the coal business for thirteen years.

WILLIAM T. KING, Manager William T. King & Son, Lewisport, Kentucky, was born in 1855, and has been in the coal business for a period of ten years.

SHELBY KINKEAD, Manager of the Kinkead Coal Co., Lexington, Kentucky, was born in Lexington, Kentucky, in the year 1854, and has been in the coal business for thirty-six years.

C. KIRKPATRICK, Secretary-Treasurer Kirk Coal Co., Beech Creek, Kentucky, was born in Muhlenberg County, Kentucky, in the year 1888, and has been in the coal business for nine years. He was formerly connected with the Beech Creek Coal Co.

GEORGE W. LAND of George Land & Bro., Lexington, Kentucky, was born in Lexington February 22, 1869, and has been in the coal business twenty-six years. This firm is well and favorably known throughout the trade.

W. B. LANDRUM, Secretary of the Kentucky-Harlan Coal Co., Harlan, Kentucky, was born in Laurel County, Kentucky, June 27, 1889, and has been in the coal business for eight years. He was formerly connected with the Clear Fork Coal & Coke Co., Pineville Coal Mining Co., and the Catrons Creek Coal Co.

STERLING S. LANIER, JR., General Manager of the Norton Coal Mining Co., Nortonville, Kentucky, was born in Birmingham, Alabama, September 23, 1888, and has been in the coal business for nine years. He was formerly with the Republic Iron & Steel Co. and the Monro Warrior Coal & Coke Co.

W. H. LLOYD, President and Manager Morganfield Coal & Mining Co., Morganfield, Kentucky, was born in England January 25, 1859, and has been in the coal business for twenty-four years. He was formerly with the Corydon Coal Co.

JOSEPH E. MATTISON, Manager of St. Bernard Mining Co., Paducah, Kentucky, was born in Paducah, Kentucky, July 23, 1886, and has been in the coal business for six years.

SAMUEL WOOLDRIDGE McCOMB of the Wallins Creek Coal Co. and Wallins Creek Sales Co., Pineville, Kentucky, was born in Christian County, Kentucky, May 6, 1871, and has been in the coal business for many years. He was formerly with the Wooldridge Jellico Coal Co. and the Jellico B. G. Coal Co.

C. E. McGINNIS, Secretary-Manager Lawrenceburg Supply Co., Lawrenceburg, Kentucky, was born in Lawrenceburg, Kentucky, in the year 1890, and has been in the coal business covering a period of two and a half years.

WALTER J. NISBET, President Providence Mining Co., Providence, Kentucky, was born in Madisonville, Kentucky, July 6, 1872, and has been in the coal business for twenty-nine years. He organized this company in 1890. Mr. Nisbet is a member of the West Kentucky Conservation Association.

GILMORE H. NUNNELLEY, President The G. H. Nunnelley Co., Georgetown, Kentucky, was born in Randolph County, Missouri, October 14, 1852, and has been in the coal business for thirty-four years.

CHARLES A. PATZOLD of The Campbells Creek Coal Co., Newport, Kentucky, was born in Cincinnati, Ohio, December 28, 1864, and has been in the coal business for thirty-nine years continuously. He is President of the Newport Retail Coal Dealers Credit Association.

S. L. PEACE of the Foulks Coal Co., Hopkinsville, Kentucky, was born in Hopkinsville, Kentucky, November 11, 1885, and has been in the coal business for eight years, succeeding E. L. Foulks, who died in February, 1916, at the age of ninety-five years. This business was established by Mr. Foulks in 1871 and has been in continuous operation since that time.

CHARLES J. QUIGGINS of the Valley Creek Coal Yard, Elizabethtown, Kentucky, was born in Elizabethtown May 20, 1868, and has been in the coal business seven years.

FRANK DILLMAN RASH, Vice President-General Manager St. Bernard Mining Co., Earlington, Kentucky, was born in St. Charles, Kentucky, September 1, 1878, and has been in the coal business for seventeen years. He was formerly President of the Kentucky Mining Institute and is at present President of the Kentucky Mine Owners Association, First Vice President of the Kentucky Manufacturers' and Shipping Association, and member of the American Institute Mining Engineers and Kentucky Mining Institute.

W. C. REED, member of the City Coal Co., Hickman, Kentucky, was born in Hickman, Kentucky, and has been in the coal business for three years.

CHARLES F. RICHARDSON, President West Kentucky Coal Co., Sturgis, Kentucky, was born in Waterford, Vermont, November 8, 1863, and has been in the coal business eight years. He is also President of the West Jellico Coal Co. of Paducah, Kentucky. Mr. Richardson has served as Vice President of the Ohio Valley Coal Operators' Association and as Chairman of the Executive Board of the Western Kentucky Conservation Association.

JAMES L. ROGERS, Secretary-General Manager Lam Coal Co., Bevier, Kentucky, was born in Ohio County, Kentucky, June 19, 1866, and has been in the coal business fourteen years. He is also Vice President of the Elkhorn Consolidated Coal & Coke Co. and a member of the Western Kentucky Coal Operators' Association and the Ohio Valley Coal Operators' Association.

GEORGE E. ROPER, Manager of the Pittsburgh Coal Co., Paducah, Kentucky, was born July 27, 1892, and has been in the coal business ten years, nine years of which he has been connected with the Pittsburgh Coal Co.

CALVERT T. ROSZELL of Roszell Bros., Lexington, Kentucky, was born in Lexington March 31, 1875, and has been in the coal business twenty-five years. He was formerly with the Lexington & Carter County Mining Co. and Frost & Edge.

R. M. SALMON, Secretary-Treasurer and General Manager Crabtree Coal Mining Co., Ilsley, Kentucky, was born in Hopkinsville, Kentucky, January 23, 1857, and has been in the coal business for thirty-seven years. He was formerly connected with the Hecla Coal Co. Mr. Salmon is a Representative from the Sixth Senatorial District and is well and favorably known.

S. N. SINKHORN, Stamping Ground, Kentucky, was born in Lebanon, Kentucky, June 27, 1873, and has been in the coal business for nine years, the firm being known as Palmer & Sinkhorn.

A. G. SPILLMAN, General Superintendent St. Bernard Mining Co., Earlington, Kentucky, was born in Kentucky January 27, 1861, and has been in the coal business for nineteen years. He has acted as State Mine Inspector.

MARTIN L. SPURLING, Campbellsville, Kentucky, was born in Taylor County, Kentucky, June 10, 1865, and has been in the coal business about fourteen years. He owns the Campbellsville Coal Co.

J. W. STEPHENS, Berea, Kentucky, was born at Berea, Kentucky, July 8, 1868, and has been in the coal business for twenty-one years.

WILLIAM STEPHENS, President and Manager Petersburg Coal Co., Petersburg, Kentucky, was born in Hebron, Kentucky, and has been in the coal business for two years.

WALKER W. STEVENSON, Superintendent Kentucky Solvay Coke Co., Ashland, Kentucky, was born in New York September 9, 1882, and has been in the coal business for eight years. He was formerly with the Semet Solvay Co.

BEN ETHAN TATE, President Ajax Elkhorn Coal Co., Ashland, Kentucky, was born in Mt. Vernon, Illinois, September 4, 1890, and has been in the coal business about five and a half years. He is General Manager of the Clere-Elkhorn Coal Co., Manager and Purchasing Agent of the Interstate Coal & Dock Co. of Green Bay, Wisconsin, and was formerly with the Tate Coal Co.

FIELDING KENLEY TRIBBLE, Danville, Kentucky, was born near Danville, Kentucky, September 21, 1859, and has been in the retail coal business for thirteen years.

R. L. WHEELER, President and Manager Brush Creek Mining & Manufacturing Co., Wheeler, Kentucky, was born in Caryville, Tennesse, January 15, 1879, and has been in the coal business for fifteen years. He was formerly with the Red Ash Coal Co., Remey Coal Co., The LaFollette Coal, Iron & Railway Co., and others. Mr. Wheeler is a well known coal operator.

N. M. WHITE, Colonial Coal & Coke Co., Prestonsburg, Kentucky, was born in Ohio in 1861, and has been in the coal business over forty years. He was with the Superior Coal Co. twenty-three years.

EUGENE M. WILLIAMS, Frankfort, Kentucky, was born in Frankfort, October 10, 1862, and has been engaged in the coal business twenty-seven years.

HENRY CHESTER WILLIAMSON, Superintendent Hercules Coal Co., Morganfield, Kentucky, was born in Gallitzin, Pennsylvania, November 13, 1885, and has been in the coal business for nine years.
Kentucky.

ROBERT G. WILMOTT, Manager of the R. G. Wilmott Coal Co., London, Kentucky, was born in Rockcastle County, Kentucky, November 9, 1882, and has been in the coal business for seven years.

D. T. WILSON of James S. Wilson & Bro., Paris, Kentucky, was born in Bourbon County in 1853, and has been in the coal business for seventeen years.

ALEXANDER HAMILTON WOOD, General Manager and Secretary King Harlan Mining Co., Kildav, Harlan County, Kentucky, was born in Richmond, Virginia, September 21, 1870, and has been in the coal business for twenty-six years. He was formerly connected with the Petros Coal Co., Big Brushy Coal & Coke Co., Brushy Mountain Coal Mines, Bon Air Coal Co., and Tennessee Coal, Iron & Railway Co. He was Chief State Mine Inspector of Tennessee, and is a member of the American Institute of Mining Engineers, enjoying a reputation in Kentucky and surrounding states as a consulting and designing engineer as well as a coal operator.

JOHN WRIGHT of the City Fuel Co., Hickman, Kentucky, was born in Hickman, Kentucky, and has been engaged in the coal business for a period of three years.

EDGAR M. YOUNG, Providence, Kentucky, was born in Providence in 1887 and has been mining coal eleven years. He was formerly connected with the Cuckman Coal Co. and Highland Mining Co.

LOUISIANA

ALTHOUGH Louisiana produces no coal within its borders, it has figured long and prominently in coal trade history. One of the earliest records of the American bituminous coal industry is of a shipment from Illinois to New Orleans in 1810, down the Big Muddy and Mississippi rivers. While such movements of Illinois now seem musty traditions of the past, the same cannot be said of the coal barges that have floated down the Ohio and Mississippi from the Pennsylvania and western Kentucky fields. Indeed, until within the past two or three years, the river movement of coal to New Orleans, which represents the major factor in Louisiana consumption, far overshadowed the all-rail movement, emphasizing, in a striking way, the late James J. Hill's famous remark with reference to the natural flow to the Gulf.

Before the withdrawal of the Pittsburgh barge coal movement the water receipts at New Orleans approximated 1,000,000 tons per annum. Sixty-five per cent. of this tonnage was floated down from Pittsburgh, the other 35 per cent. came from the western Kentucky field. According to testimony introduced before the Interstate Commerce Commission, prior to the withdrawal mentioned, the land consumption was over 1,000,000 tons a year and the bunker and fueling tonnages approximated 850,000 tons. Of the water-borne tonnage mentioned 10,000 tons were consumed locally by the domestic trade, 650,000 tons went for cargo and bunker coal, 225,000 tons was used by one railroad system and 125,000 tons were shipped to points west of the city. Later figures compiled by the Bureau of Foreign and Domestic Commerce credit the New Orleans district with 546,020 tons of fuel and bunker coal to steamships engaged in foreign trade in 1915, while the export figures for the same year show 215 tons of anthracite and 12,132 tons of bituminous coal moving through the customs district.

Taking the state as a whole, both its per capita consumption (i. e., .82 ton bituminous coal and .01 ton anthracite) and square mile consumption (31 tons) are far below the averages for the country as a whole. According to the 1915 United States Geographical Survey figures its internal domestic and industrial consumption totaled only 1,477,886 tons of bituminous coal and 15,000 tons of anthracite. Its bituminous supplies were drawn from five states, Alabama furnishing 717,437 tons; Pennsylvania, 478,011; Kentucky, 215,007; Illinois, 67,338, and Arkansas, 93 tons.

LOUISIANA

S. C. BLACKMON, Manager S. C. Blackmon Fuel Yard, Monroe, Louisiana, was born in Louisiana January 22, 1879, and has been in the coal business six years.

BENJAMIN CLAASSEN, SR., Vice President Cahaba Red Ash Coal Co., New Orleans Louisiana, was born at New Orleans, Louisiana, January 29, 1849. Mr. Claassen is a very active man and is the moving spirit of the company, of which his son, Benjamin, Jr., is President and General Manager.

JOSEPH H. DUCHAMP, Secretary-Treasurer Duchamp Hardware Co., St. Martinsville, Louisiana, was born in St. Martinsville, Louisiana, July 20, 1882, and has been in the coal business for fourteen years.

ROBERT D. REEVES, Vice President and General Manager W. G. Coyle & Co., Inc., New Orleans, Louisiana, was born in Todd County, Kentucky, December 19, 1877, and has been in the coal business for three years. He was formerly with the Illinois Central Railroad and Mississippi Central Railroad.

J. CHARLES JUNG, Vice President Jung & Sons Co., New Orleans, Louisiana, was born in New Orleans, Louisiana, October 8, 1869, and has been in the coal business for twenty-five years. He was formerly connected with Jung & Sons.

LOUIS A. JUNG, President Jung & Sons Co., New Orleans, Louisiana, was born in Martinique January 9, 1844, and has been in the coal business for thirty-five years. He was formerly with Desforges & Jung and Jung & Sons.

THEODORE A. JUNG, Secretary-Treasurer Jung & Sons Co., New Orleans, Louisiana, was born in New Orleans, Louisiana, December 10, 1870, and has been in the coal business for twenty-one years. He was formerly with Jung & Sons.

GEORGE DELBERT FRENCH, Manager of the Southern Coal Co., Inc., New Orleans, Louisiana, was born in Livingston, Kentucky, July 27, 1883, and has been in the coal business for three years.

FRED W. SCHARFENSTEIN, Manager of Scharfenstein & Son, New Orleans, Louisiana, was born in New Orleans, Louisiana, October 23, 1890, and has been in the coal business for eight years.

JACOB F. SCHARFENSTEIN, President Scharfenstein & Son, New Orleans, Louisiana, was born in New Orleans, Louisiana, November 8, 1868, and has been in the coal business for eight years.

JOSHUA C. WERNER, Manager of the Pittsburgh Coal Co., Baton Rouge, Louisiana, was born in West Elizabeth, Pennsylvania, February 19, 1874, and has been in the coal business for fifteen years. He was formerly with the Monongahela River Consolidated Coal & Coke Co.

MARYLAND

(Including Data on District of Columbia.)

ANY attempt to use existing current tonnage figures as the sole criterion of the position occupied by Maryland in the bituminous coal trade history of the country would result in misleading conclusions because the high character and wide distribution of the product of the Maryland mines gives the state a fuel importance not equaled by some commonwealths outranking it upon the purely statistical tonnage basis. With its high grade semi-bituminous or smokeless beds, including the well-known Georges Creek smithing coal, Maryland is able to effect national distribution.

The principal coal deposits of the state lie in Allegany and Garrett counties, along the Pennsylvania-Maryland and Pennsylvania-West Virginia-Maryland boundary lines. The coal measures are in an area estimated to contain 455 square miles. Next to Georgia, with its estimated area of 167 square miles, this is the smallest coal bearing area in any of the producing states of the Appalachian region. The Maryland coal fields, with adjoining counties in West Virginia, make up what is known as the Cumberland, or Georges Creek, region. The coals of the state occur in five basins, designated as the Georges Creek, Upper Potomac, Castleman, Lower and Upper Youghiogheny basins. Present production is largely confined to workings in the Georges Creek and Upper Potomac basins, which are a true semi-bituminous, while those of the other three are for the most part bituminous in character. These basins contain a number of recognized beds or seams, including the Upper Sewickley or Tyson seam, the Pittsburgh or Big Vein, the Bakerstown, Upper Freeport, Lower Kittanning or Six-foot and the Clarion bed. Until the early part of the present century practically all of the coal mined in the state came from the Pittsburgh seam, "but the gradual exhaustion of this wonderful seam has led to the exploitation with most satisfactory results of many of the small veins both above and below the chief seam. There is unquestionably a great future for these smaller seams in Maryland, especially in the Upper Potomac basin in southern Garrett county, where they reach greatest thickness. The total amount of coal in these small seams exceeds many fold that originally contained in the big vein." It is estimated that the Maryland fields still contain 7,500,000,000 tons of unmined coal.

Analysis of the average composition of coals of the Georges Creek basin, as made by the Maryland Geological Survey, shows the following:

Seam.	Moisture.	Volatile.	Fixed carbon.	Ash.	Sulphur.	BTU.
Upper Sewickly ...	.83	20.22	70.09	8.86	1.40	14,011
Pittsburgh	.70	18.78	73.13	7.12	1.02	14,256
Bakerstown	1.10	18.64	70.32	9.94	2.07	13,973
Upper Freeport....	1.21	19.47	68.70	10.17	1.73	13,975
Lower Kittaning...	1.26	19.52	67.20	12.01	2.13	13,471
Brookville	.91	21.04	68.83	9.22	1.30	13,912

The first discovery of coal in Maryland dates back to 1782; shipments, however, were not made until nearly fifty years later (1830), when small tonnages were sent by barge from the Georges Creek basin to points along the Potomac river. Six years later the first corporate coal mining enterprise in the state was launched. It was not until the construction of the Baltimore & Ohio Railroad in 1842 and of the Chesapeake & Ohio Canal eight years later that the industry secured a pronounced impetus. From 1842 to 1852 there was a steady increase in output, the annual tonnage rising from 2,104 tons to 812,727 tons. The 1,000,000-ton mark was first passed in 1865, when the output reached 1,025,208 tons. Production rose to 2,216,300 tons in 1869 and dropped back to 1,819,824 tons in 1870. The output by years since that date is shown in the following table:

Year.	Ton.	Year.	Ton.
1871.....	2,670,338	1894.....	3,501,428
1872.....	2,647,156	1895.....	3,915,585
1873.....	3,198,911	1896.....	4,143,936
1874.....	2,899,392	1897.....	4,442,128
1875.....	2,808,018	1898.....	4,674,884
1876.....	2,126,873	1899.....	4,807,396
1877.....	1,939,575	1900.....	4,024,688
1878.....	2,068,925	1901.....	5,113,127
1879.....	2,132,233	1902.....	5,271,609
1880.....	2,228,917	1903.....	4,846,165
1881.....	2,533,348	1904.....	4,813,622
1882.....	1.555,445	1905.....	5,108,539
1883.....	2,476,075	1906.....	5,435,453
1884.....	2,765,617	1907.....	5,532,628
1885.....	2,833,337	1908.....	4,377,093
1886.....	2,517,577	1909.....	4,023,241
1887.....	3,278,023	1910.....	5,217,125
1888.....	3,479,470	1911.....	4,685,795
1889.....	2,939,715	1912.....	4,964,038
1890.....	3,357,813	1913.....	4,779,839
1891.....	3,820,239	1914.....	4,133,547
1892.....	3,419,962	1915.....	4,180,477
1893.....	3,716,041	1916.....	4,460,046

In addition to consuming 20 per cent. of its production within its own borders 1915 distribution figures show that 45 per cent. of the output was shipped all-rail to over 20 states. Of these interstate shipments by far the greater part—over 90 per cent.—were sent to New England, New York and Pennsylvania. Twenty-five per cent. of the total production was shipped to the ports of Baltimore and New York for foreign export, for use as bunker fuel and for coastwise transortation to New England points. Less than 10 per cent. of the production was consumed by the railroads. In detail the distribution for the year was as follows:

	Ton.
Used in Maryland.	
Used at mines	64,588
Sold to local trade	38,908
Shipped to Maryland and District of Columbia points	748,673
Total used in Maryland and District of Columbia points	852,169
Shipped to other States:	
California and Washington	10,244
New England	630,097
Delaware	9,327
Illinois	20,783
Indiana	6,947
Iowa and Kentucky	5,898
Michigan	48,124
Missouri and Texas	9,090
Montana	58
New Jersey	33,561
New York	*567,421
Ohio	37,305
Pennsylvania	505,860
Virginia	787
West Virginia	6,525
Total shipped to other States (all rail)	1,892,027
Shipped to tidewater	1,049,160
Used by railroads	387,121
Total production	4,180,477

*Includes small quantity exported to Canada by rail.

Considering Maryland and the District of Columbia as one consuming unit the total per capita consumption (1.93 tons bituminous coal and .86 ton anthracite) was slightly in excess of the per capita average for the country, while the square mile consumption, 432 tons, was three and one-half times the national average. Exclusive of tidewater coal dumped at Baltimore and used in Chesapeake bay, the state drew upon Pennsylvania for its major bituminous supplies, with West Virginia pushing the home mines closely for second honors. In detail the consumption was as follows: Maryland, 852,-169; Pennsylvania, 1,514,354; Virginia, 3,913; West Virginia, 814,379; tidewater, 700,000, approximate figures representing Maryland, Pennsylvania and West Virginia coal dumped at Baltimore and used in Chesapeake bay; total, 3,884,815; anthracite, 1,470,000.

No account of the Maryland coal industry would be complete without at least a passing reference to the trade at Baltimore which consumes over 20 per cent. of the total fuel used within the district under review, and, in addition, is one of the major clearing ports for coastwise and export fuel shipments. During 1915 the total coal receipts at the port were 7,657,097 tons (6,749,336 tons bituminous and 907,761 tons anthracite); in addition, coke receipts totaled 95,943 tons. Coastwise shipments, including foreign and domestic bunker coal and coal used in Baltimore harbor and Chesapeake bay, totaled 3,912,476 tons of bituminous coal and 241,689 tons of anthracite, while export tidewater shipments totaled 2,129,642 tons of bituminous coal, 3,532 tons of anthracite and 39,526 tons of coke. This would leave a total consumption of 1,426,175 tons of coal and coke, viz., 707,218 tons of bituminous, 662,-540 tons of authracite and 56,417 tons of coke for Baltimore; but all-rail shipments to neighboring communities would probably reduce this total to some slight extent. Excluding the local bituminous consumption, 707,218 tons, the bituminous receipts were distributed as follows: Foreign cargo, 2,129,642 tons; foreign bunker, 653,664; coastwise cargo, 1,873,552; coastwise bunker, 232,732; Baltimore harbor and Chesapeake bay points, 1,152,528 tons.

DOUGLAS GORMAN, Baltimore, Maryland,
President Cumberland Coal Co., Baltimore, Maryland, was born in Annapolis, Maryland, May 13, 1882, and has been in the coal business for sixteen years. He is also President of the Gorman Coal & Coke Co., Piedmont Mining Co., and the Wyanoke Coal & Coke Co. The Cumberland Coal Co., in addition to its large wholesale trade, is one of the oldest and largest retail distributors of bituminous coal in Baltimore.

WILLIAM H. GORMAN, Baltimore, Maryland,
Late President and organizer of the Cumberland Coal Co., Baltimore, Maryland, was born in Woodstock, Maryland, August 11, 1843, and had been engaged in the coal business for over thirty years. Mr. Gorman also organized and was the executive head of the Gorman Coal & Coke Co., Piedmont Mining Co., and Wyanoke Coal & Coke Co. He was one of the substantial men in the business and financial group of Baltimore. His death occurred July 5, 1915.

J. WALBACH EDELEN, Baltimore, Maryland,
President Enterprise Fuel Co. and Edwena Coal Mining Co., Baltimore, Maryland, was born in Bryantown, Maryland, December 10, 1875, and has been in the coal business eighteen years. He is Chairman of the Executive Committee of the Baltimore Coal Exchange and is well known in the trade.

J. HARRY WEST, Baltimore, Maryland,
Vice President of the Enterprise Fuel Co., Baltimore, Maryland, was born in Hagerstown, Maryland, March 22, 1873, and has been in the coal business for nineteen years. He is an active officer of the Baltimore Coal Exchange, Director National Retail Coal Merchants Association and Vice President Edwena Coal Mining Co. Mr. West is highly regarded and has many friends in the trade.

JOHN K. SHAW, Baltimore Maryland, President of the Century Coal Co. of West Virginia, Baltimore, was born in Cumberland, Maryland, October 7, 1875, and has been in the coal business covering a period of twenty-four years. He is also President of Shaw Bros., the National Union Coal Mining Co. of Iowa and the Indian Fork Coal & Coke Co. Mr. Shaw was previously connected with the Cumberland & Elk Lick Coal Co. and the Londening Coal Co.

BENJAMIN BISSELL, Baltimore, General Manager of The Century Coal Co. of West Virginia, Baltimore, was born in Maryland and has been in the coal business fifty-one years. Mr. Bissell has a wide and extensive acquaintance in the coal producing field.

WILLIAM L. COONEY, Baltimore, Vice President and a Director of The Century Coal Co. of West Virginia, Baltimore, was born in Baltimore, February 2, 1870, and has been in the coal business thirty-three years. He is also Secretary-Treasurer of the Indian Fork Coal & Coke Co. of West Virginia and the National Union Coal Mining Co. of Iowa.

JOHN J. SHEEHAN, Baltimore, Maryland, President Dominion Coal & Coke Co., Baltimore, Maryland, was born in Baltimore, Maryland, November 15, 1880, and has been in the coal business for eighteen years. He is also President of the Elk Garden Big Vein Co. and Treasurer of the Big Vein Pocahontas Co., and was formerly with the Merchants Coal Co. and Stafford Coal Co.

T. FRANK SHEEHAN, Baltimore, Maryland, Treasurer Dominion Coal & Coke Co., Baltimore, Maryland, was born in Baltimore, Maryland, January 29, 1882, and has been in the coal business for sixteen years. He is also interested in the Elk Garden Big Vein Coal Co., and was previously connected with the Merchants Coal Co.

CHARLES F. KERCHNER, Baltimore, Maryland, Sole owner of Hall Bros. & Co., Baltimore, Maryland, was born in Baltimore, Maryland, in 1859, and has been in the coal business for twenty-eight years. He was formerly connected with the Monongah Coal & Coke Co. and the Natalie Anthracite Coal Co. Both Mr. Kerchner and his company enjoy an exceptionally high reputation and he has occupied many positions of honor in the trade. He served as Imperial Modoc of the Order KoKoal.

W. E. McCAULEY, Baltimore, Maryland, Resident Manager of the Brothers Valley Coal Co., Baltimore, Maryland, was born in Baltimore, Maryland, October 17, 1872, and has been in the coal business for eight years. Mr. McCauley was formerly in the railroad service for twenty-five years, being Division Chief for the Baltimore & Ohio Railroad.

CHAS. W. HENDLEY, Baltimore, Md., President C. W. Hendley & Co., Baltimore, was born in Washington, District of Columbia, June 20, 1878, and has been in the coal business twenty-one years. He was formerly with the Davis Coal & Coke Co. Mr. Hendley has served as Vice President of the Maryland Coal Jobbers Association and as a member of the Executive Committee of the National Coal Jobbers Association.

MARYLAND—Baltimore

EDWARD TAYLOR BOSWELL, General Manager Mineral State Coal Co., Baltimore, Maryland, was born in Baltimore, Maryland, August 13, 1882, and has been in the coal business for eighteen years. He was formerly connected with the Merchants Coal Co.

THOMAS T. BOSWELL, President Mineral State Coal Co., Baltimore, Maryland, was born in Danville, Virginia, October 13, 1856, and has been in the coal business for twenty-five years. He was formerly with the Merchants Coal Co.

BURTON G. BUCK of Buck Bros., Baltimore, Maryland, was born in Baltimore in 1861 and has been in the coal business for thirty-six years. He was formerly with Hall Bros. & Co.

W. J. CHAPMAN, President W. J. Chapman Coal Co., Baltimore, Maryland, was born in Virginia, September 21, 1848, and has been in the coal business for forty-two years.

THOMAS WEST CLAGGETT of the Philadelphia & Reading Coal & Iron Co., Baltimore, Maryland, was born in Maryland, August 4, 1869, and has been in the coal business for twenty-four years. He is one of the best known anthracite sales agents in that section.

J. A. DINNING, Sales Agent of the Keystone Coal & Coke Co., Baltimore, Maryland, was born in Quebec, Canada, in the year 1866, and has been in the coal business for fifteen years.

J. FRANK FOSTER, Baltimore Manager Thorne, Neale & Co., Inc., Baltimore, Maryland, was born in Woodlawn, Maryland, January 24, 1865, and has been in the coal business thirteen years.

LESLIE ROCKWELL HARRISON of Harrison & Rouse, Baltimore, Maryland, was born in Baltimore, Maryland, August 16, 1893, and has been in the coal business for four years.

ROBERT HETZ, Baltimore, Maryland, was born in Baltimore December 4, 1852, and has been in the coal business fifty-two years. He was formerly connected with Geo. Hetz, H. Schmidt & Co. and Robert Lange. His son, John R. Hetz, is the third generation in the coal trade.

CHARLES C. KNOBELOCH, Sales Manager The Davis Coal & Coke Co., Baltimore, Maryland, was born in Baltimore, Maryland, March 21, 1881, and has been in the coal business for nineteen years.

JOHN C. LEWIS, President The Lewis Fuel Co., Inc., Baltimore, Maryland, was born in Washington, D. C., November 26, 1871, and has been in the coal business for twenty-eight years. He was formerly connected with Gilmor Meredith & Co. and the Consolidation Coal Co.

FRANCIS G. PATTERSON, Treasurer The Lewis Fuel Co., Baltimore, Maryland, was born in England August 17, 1875, and has been in the coal business for eleven years. He is also interested in the Laurel Hill Mining Co. and was formerly with the Quemahoning Coal Co.

REUBEN B. PLATT of Weston Dodson & Co., Baltimore, Maryland, was born in Chester, Pennsylvania, June 13, 1884, and has been in the coal business eighteen years.

BENJAMIN HUGER READ, President Lynah & Read, Inc., Baltimore, Maryland, was born in Charleston, South Carolina, December 16, 1856, and has been in the coal business for twenty-eight years. He is also interested in the mining of bituminous coal in West Virginia, being Vice President of the Preston Coal Co. Lynah & Read was organized in the year 1890, although Mr. Lynah had been in the coal business since 1868. Mr. Lynah died in 1901.

GEO. EDWARD REAHL of Reahl Bros., Baltimore, Maryland, was born in Baltimore June 4, 1870, and has been in the coal business twenty-one years.

JOHN J. REAHL of Reahl Bros., Baltimore, Maryland, was born in Baltimore, Maryland, in August, 1877, and has been in the coal business for eighteen years.

HAMILTON WELLS ROUSE of Harrison & Rouse, Baltimore, Maryland, was born July 25, 1894, at Baltimore, Maryland, and has been in the coal business for four years.

EDWARD FITZGERALD SHEA, Sales Manager Sexton Coal & Coke Co., Baltimore, Maryland, was born in Baltimore May 26, 1893, and has been in the coal business ten years. He was formerly connected with the Merchants Coal Co., Boswell Coal Co. and Big Vein Pocahontas Coal Co.

JAMES M. SHEA, Treasurer Wright Coal & Coke Co., Baltimore, Maryland, was born in Baltimore, Maryland, August 18, 1882, and has been in the coal business for twenty-one years. He is also interested in the Big Run Coal Co.

AUGUSTUS L. SHUTT of A. P. Shutt & Son, Baltimore, Maryland, was born in Baltimore, Maryland, February 21, 1845, and has been in the coal business for fifty years.

ROBERT D. SILVERWOOD of the A. F. Lawrence Coal Co., Baltimore, Maryland, has been in the coal business for fifty-six years, and has served as Secretary of the Baltimore Coal Exchange. Mr. Silverwood was born in 1852.

GORDON SMITH, Vice President Maryland Coal Co. of West Virginia, with offices at 1307-9 Munsey Building, Baltimore, Maryland, was born in Baltimore, and has been eighteen years in the coal business.

EDWARD STABLER, JR., formerly President E. Stabler Jr. Coal Co., Baltimore, Maryland, was born at Sandy Spring, Maryland, March 16, 1836, and has been in the coal business sixty years. He was interested in the Short Mountain Coal Co. (anthracite) as Secretary and Treasurer, and President of the Blaen-Avon Coal Mining Co. (bituminous), both now out of business, and from its incorporation in April, 1903, to October 1, 1917, was President of the Enterprise Fuel Co., which bought the equipment, coal, etc., of the E. Stabler Jr. Co. when it went out of business the last of October, 1917. He made a connection with the Enterprise Co., which also took over the office and good will, Mr. Stabler representing the patronage.

HENRY GEORGE VON HEINE, Baltimore, Maryland, was born in Baltimore March 30, 1858, and has been in the coal business thirty-six years. He is Vice President of the Baltimore Coal Exchange and is one of the well known retail coal merchants of Baltimore.

J. EDWARD WAESCHE, Treasurer-General Manager of the company bearing his name at Baltimore, Maryland, was born at Thurmont October 15, 1872, and has been in the coal business for twenty-two years. He was formerly with the Chesapeake Coal Co.

BUSHROD M. WATTS, Baltimore, Maryland, was born in Maryland in 1861 and has been in the coal business for thirty-one years, associated with E. A. Watts. Mr. Watts has taken an active interest in civic affairs and is a member of the Baltimore Coal Exchange, serving as President for a period of ten years or more. He is one of the best known and most popular coalmen in the city.

EDWARD A. WATTS, Baltimore, Maryland, was born in Baltimore in 1859 and has been in the coal business for thirty-one years, associated with B. M. Watts. He is a member of the Baltimore Coal Exchange.

RICHARD W. WRIGHT, President Wright Coal & Coke Co., Baltimore, Maryland, was born in Ireland, and has been in the coal business for twenty-one years. He is also interested in the Big Run Coal Co., and was formerly with J. W. Ellsworth Coal Co., Merchants Coal Co., Boswell Coal Co. and the Big Vein Pocahontas Coal Co.

MARYLAND

JEFFERSON D. BARCHUS, Chestertown, Maryland, was born in Chestertown, Maryland, December 3, 1861, and has been in the coal business for thirty-six years. Mr. Barchus is widely known in his part of the state and is connected with a number of firms in various capacities aside from operating a successful retail business in coal.

D. S. BOYER of Boyer & Heard, Hagerstown, Maryland, was born in Washington County, Maryland, November 3, 1839, and has been in the coal business for fifty years.

JOHN L. CASEY, Frostburg, Maryland, is now State Inspector of Mines. Mr. Casey is a well known coal man in his state.

CHARLES W. CORDDRY, Treasurer The Corddry Co., Snow Hill, Maryland, was born in Snow Hill, Maryland, in 1871, and has been in the coal business for nineteen years. Mr. Corddry served as Mayor 1914-1918.

WILLIAM D. CORDDRY, President The Corddry Co., Inc., Snow Hill, Maryland, was born in Snow Hill, Maryland, July 12, 1863, and has been in the coal business since 1888, succeeding the Snow Hill Coal & Ice Co. Mr. Corddry was Mayor 1902-1912.

ALWYN M. CULP of W. S. & A. M. Culp, Chestertown, Maryland, was born in Kennedyville, Maryland, August 27, 1870, and has been in the coal business for twenty-six years.

DAVID K. CUSHWA, Hagerstown, Maryland, was born in Williamsport, Maryland, in 1869, and has been in the coal business about thirty years, associated with his brother, Victor M. Cushwa, and like his brother is very active in public affairs and numerous other enterprises, aside from the coal business.

VICTOR M. CUSHWA, Hagerstown, Maryland, was born in Williamsport, Maryland, March 12, 1865, and has been in the coal business about thirty years, succeeding his father, the late Victor Cushwa. Mr. Cushwa is a public spirited man and is interested in numerous other enterprises aside from his large interests in the coal business. This firm is one of the oldest coal shipping firms in Maryland.

RAYMOND G. FORD of Markell & Ford, Frederick, Maryland, was born in Maryland, January 23, 1868, and has been in the coal business for twenty-three years. He was formerly with Keller, Newman & Co.

WILLIAM L. HAMILTON, Mt. Savage, Maryland, General Manager Brailer Mining Co., was born in Frostburg, Maryland, August 13, 1880, and has been in the coal business for twenty-five years. He was formerly with the Union Mining Co. and the Black-Sheridan-Wilson Co.

SAMUEL D. MARKLEY, proprietor of D. Markley Supply Co., Lauraville, Maryland, was born in Baltimore, Maryland, August 26, 1870, and has been in the coal business twenty-six years.

ORION C. MICHAEL, Aberdeen, Maryland, was born in the state of Maryland and has been in the coal business for twenty-nine years.

HENRY B. MYERS, President The Henry B. Myers Co., Annapolis, Maryland, was born in Annapolis, Maryland, May 10, 1857, and has been in the coal business for thirty-four years.

JACOB M. NEWMAN of J. M. Newman & Co., Frederick, Maryland, was born in Hanover, Pennsylvania, October 12, 1843, and has been in the coal business for twenty-five years.

JOHN L. REIFSNIDER, JR., of Smith & Reifsnider, Westminster, Maryland, was born in Westminster, Maryland, in July, 1873, and has been in the coal business for twenty-three years, associated with Joseph W. Smith, doing a prosperous business. Mr. Reifsnider is interested in a number of other companies.

EDWIN J. ROBERTS, Manager Allegany Coal Co., Westernport, Maryland, was born in Westernport, Maryland, in 1865, and has been in the coal business for six years.

JOSEPH W. SMITH of Smith & Reifsnider, Westminster, Maryland, was born in Westminster, Maryland, in July, 1861, and has been in the coal business for thirty-three years the firm having been organized in 1863 by the uncle and grandfather of the members of this firm. Mr. Smith is prominent in his community, being interested in numerous other enterprises aside from a prosperous coal business.

LAWRENCE B. TOWERS of L. B. Towers & Bro., Denton, Maryland, was born in Towers Wharf, Maryland, February 12, 1872, and has been in the coal business for twenty-four years.

MICHIGAN

MICHIGAN has been in the ranks of coal-producers for over three-quarters of a century, but it is only only within the last twenty years that serious and intensive development of the resources of the state has been undertaken and even today its proximity from a transportation point of view to the great surplus output of the major eastern and southern fields confines its mining activities to home and railroad consumption, while its manufacturing enterprises, particularly in the furniture and automobile lines, have made it an attractive territory for sales cultivation by other producing fields. As a result it is as a coal consumer that it looms large in fuel history.

The coal fields of the state, having an area of approximately 11,000 square miles, is in almost the exact center of the lower peninsula and are the only known fields within the drainage area of the Great Lakes. While the Michigan coal bearing measures are chartered to underlie all or parts of Arenac, Bay, Clare, Eaton, Clinton, Genesee, Gladwin, Gratiot, Ingham, Ionia, Jackson, Isabella, Kent, Livingston, Mecosta, Midland, Montcalm, Newaygo, Osceola, Saginaw, Shiawassee and Tuscola counties, commercial operations of recent years have been confined to Bay, Clinton, Eaton, Genesee, Ingham, Saginaw, Shiawassee and Tuscola counties. Of the counties just named Bay and Saginaw are of the greatest importance since their combined production represents over 90 per cent. (over 94 per cent. in 1915) of the total output of the state.

"According to Prof. Alfred C. Lane," says the United States Geological Survey, "there are seven horizons where the coal occurs in workable thickness, although it was formerly supposed that there was only one workable bed in the state. Owing to the varying character of the formation and the manner in which the coal beds run together and separate, no hard-and-fast classification is made, but the following, which has been adopted by Prof. Lane, is generally accepted as designating the different beds, namely: Upper Rider, Upper Verne, Lower Verne, Middle Rider, Saginaw, Lower Rider and Lower Coal. All of the coals produced in Michigan are of the dry, non-coking bituminous variety and are, as a usual thing, of lower grade than those coming from Ohio and Pennsylvania, with which they have to compete."

Although the earliest federal government record of Michigan production is found in the Census for 1860, when the output was given as 2,320 tons, the existence of coal deposits in the state was known for a considerable period prior to that date. Some mining is said to have been done in the Jackson field as early as 1835 and operations were started at Grand Ledge, in Clinton county, in 1838. As long as the Wolverine State had her vast forest reserves to call upon wood was the principal fuel used and it was only with the continued depletion of these reserves that attention began to be focused upon the coal resources of the state. Prior to 1897, when production rose from 92,882 tons to 223,592 tons, there had been only four years in the history of the coal production of the state, viz., 1880, 1881, 1882 and 1895, when the output had exceeded 100,000 tons. As will be seen by the figures following, the 1,000,000-ton mark was first attained in 1901, and, with the exception of the year following, production has been in excess of that figure since that time:

Year.	Ton.	Year.	Ton.
1898	315,722	1908	1,835,019
1899	624,708	1909	1,784,692
1900	849,475	1910	1,534,967
1901	1,241,241	1911	1,476,074
1902	964,718	1912	1,206,230
1903	1,367,619	1913	1,231,786
1904	1,342,840	1914	1,283,030
1905	1,473,211	1915	1,156,138
1906	1,346,338	1916	1,180,360
1907	2,035,858		

Figures for 1915 show that approximately 66 per cent. of the production for the year was consumed at the mines or by local domestic and industrial users within the state; approximately 34 per cent., or 394,921 tons, went to the railroads.

Upon a per capita basis Michigan stands sixth in bituminous coal consumption. This serves to offset its lower average on anthracite and bring the total, 3.14 tons (2.87 tons bituminous and .28 ton anthracite), above the average for the country as a whole, putting it thirteenth in the list. On the square mile basis its consumption, 192 tons, is greater by over 50 per cent. than the national average. In 1915 the state consumed 10,726,284 tons of bituminous coal and 838,800 tons of anthracite. Over 40 per cent. of the bituminous coal

used was supplied by the West Virginia mines, while the home state operations, with 66 per cent. of their production represented, furnished less than 7.5 per cent. of the state's requirements. Exclusive of lake cargo coal, coal from Kentucky, Ohio, Pennsylvania and West Virginia contributed more than 85 per cent. of the total bituminous fuel used by Michigan householders and industries. In detail the figures for the year were as follows:

Source.	Ton.
Illinois	83,256
Indiana	6,086
Kentucky	1,061,640
Maryland	48,124
Michigan	761,217
Ohio	1,453,869
Pennsylvania	1,948,235
Tennessee	240
Virginia	29,205
West Virginia	4,326,412
Lake coal	558,000
Total bituminous	10,276,284
Pennsylvania anthracite	838,800
	11,115,084

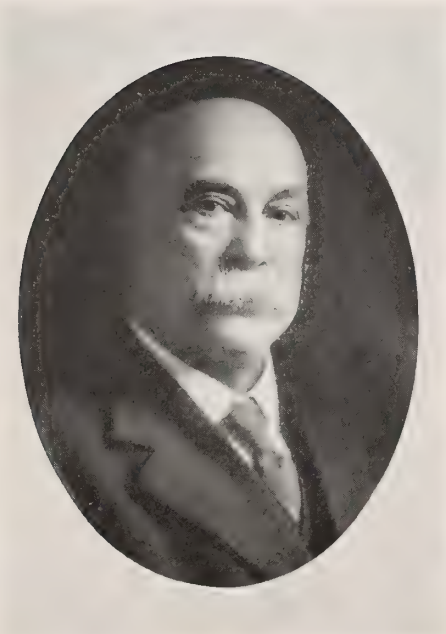
JAMES ALFRED BALLARD, Detroit, Michigan,
Sales Manager of the Semet Solvay Co. and Solvay Collieries Co., Detroit, was born August 10, 1874, in Syracuse, New York, and has been in the coal business fifteen years. His entire business experience has been with this same company.

Mr. Ballard bears an exceptional reputation in trade circles and is considered one of the most popular and capable men in the coal trade.

He has served as Vice President of the Michigan-Ohio-Indiana Coal Association, President Detroit Coal Exchange and Imperial Modoc of Order KoKoal and President National Coal Association, and has been honored with numerous other offices.

He has been prominent in Masonic circles, being a Past Master, Past Commander and Potentate of the Mystic Shrine.

H. T. WILSON, Detroit, Michigan,
President of the Norfolk & Chesapeake Coal Co. and of the H. T. Wilson Coal Co. of Detroit, Michigan, is one of the well-known and successful wholesale coal merchants of Detroit. Mr. Wilson has been in the coal business for the past twenty-two years and was formerly connected with Little & Wilson and the Camp Branch Coal & Coke Co.



W. H. H. DORNEY, Detroit, Michigan,
Secretary and Treasurer of the Norfolk & Chesapeake Coal Co. and H. T. Wilson Coal Co. of Detroit, Michigan, was born at Cincinnati, Ohio, and has been in the coal business for twenty-seven years. Previous to going with his present company he was connected with the Hull Coal & Coke Corp. and Red Jacket Coal Co.

ALLEN B. MOORE, Detroit, Michigan,
Assistant to President of the Norfolk & Chesapeake Coal Co. at Detroit, Michigan, was born August 13, 1879, in Rochester, New York, and has been in the coal business fifteen years. He is also Secretary and Treasurer of the I. T. Becker Coal Co. and Vice President of the H. T. Wilson Coal Co. He was formerly connected with the Consolidated Coal Co. of Saginaw, Michigan.

FORD R. CATE, Detroit, Michigan,
President of the Cate-Churchman Coal Co., Detroit, was born May 21, 1879, in Milford, Michigan, and has been in the coal business fifteen years. Mr. Cate is one of the most popular Detroit wholesalers and was formerly connected with the W. C. Clark Coal Co., W. A. Gosline & Co., and Houston Coal Co. Mr. Cate also successfully served as Secretary of the Ohio Retail Coal Association and President Detroit Coal Exchange.

DOOLEY DAREWOOD DAVIDSON, Detroit, Michigan,
Vice President Cate-Churchman Coal Co., Detroit, Michigan, was born November 7, 1870, in South Point, Ohio, and has been in the coal business for the past eighteen years. Previous to going with his present company he was connected with the National Fuel Co., Federal Creek Coal Co., Maynard Coal Co. and the New York Coal Co.

ROBERT M. CHURCHMAN, Detroit, Michigan,
Secretary and Treasurer of the Cate-Churchman Coal Co., Detroit, was born December 22, 1877, in Indianapolis, Indiana, and has been in the coal business ten years. Mr. Churchman is very popular in trade circles, and previous to going with his present company was connected with M. A. Hanna & Co. of Cleveland. He has served as a Director of the Detroit Coal Exchange.

ELMER C. CALVERT, Detroit, Michigan,
President J. Calvert's Sons, Detroit, was born August 17, 1869, at Champaign, Illinois, and has been in the coal business for twenty-five years, associated first with his father and later with his brother. This firm is one of the old established and substantial retail coal companies of Detroit.

GEO. T. CALVERT, Detroit, Michigan,
Late President of J. Calvert's Sons, Detroit, Michigan, was born February 1, 1868, at Champaign, Illinois, and was in the coal business for forty years until his death in 1917. Mr. Calvert was prominent in coal trade circles and for eighteen years was a member of the Executive Committee of the Michigan-Ohio-Indiana Coal Association, and also served as President. The business was established by John Calvert in 1876. The partnership of Geo. T. and Elmer C. was formed in 1893 as J. Calvert's Sons, and was later incorporated under the same name.

HOMER HILLER ALLEN, Detroit, Michigan,
Manager Coal Department J. Calvert's Sons, Detroit, is one of the best known and best liked coal salesmen in the Middle West. He was born May 14, 1877, in Conneaut, Ohio, and has been in the coal business over fifteen years. Mr. Allen was salesman for the W. L. Scott Co. and the Susquehanna Coal Co., Erie, Pennsylvania, for twelve years, and represented W. A. Gosline & Co. in Michigan for three years. He has always taken a keen interest in any movement for the betterment of the coal trade, was an active charter member in the Order KoKoal, held office in that organization for several years, and has a large acquaintance in all branches of the Industry. He is a thirty-second degree Mason, Knight Templar and Shriner.

HARRY S. AYERS, Detroit, Michigan,
Member of the wholesale coal firm of Ayers & Lang, Dime Savings Bank Building, Detroit, Michigan, was born in Dexter, Michigan, in 1870, and has been in the coal business sixteen years. He was formerly associated with W. C. Clark Coal Co. and O. W. Shipman Co., Detroit. He is President of The Purity Cannel Coal Co., Prestonsburg, Kentucky, Treasurer of Blue Beaver Coal Co., Prestonsburg, and part owner of Chat-ta-roi cannel mine at Offutt, Kentucky.

WALTER E. LANG, Detroit, Michigan,
Member of the wholesale coal firm of Ayers & Lang, Dime Savings Bank Building, Detroit, Michigan, was born in Detroit in 1879 and has been in the coal business five years. He is Vice President of The Purity Cannel Coal Co. and of the Blue Beaver Coal Co., Prestonsburg, Kentucky, and part owner of Chat-ta-roi cannel mine at Offutt, Kentucky.

JOSEPH WILLIAM DYKSTRA, Detroit, Michigan,
Of J. W. Dykstra & Co., 820 Hammond Building, Detroit, Michigan, was born October 25, 1880, at Grand Rapids, Michigan, and has been in the coal business for seventeen years. He is also President of the Blue Beaver Coal Co., and was formerly connected with the O. W. Shipman Co., Ayers & Morse Coal Co. and Jules G. Hoffman. He has also served as a Director of the Detroit Coal Exchange.

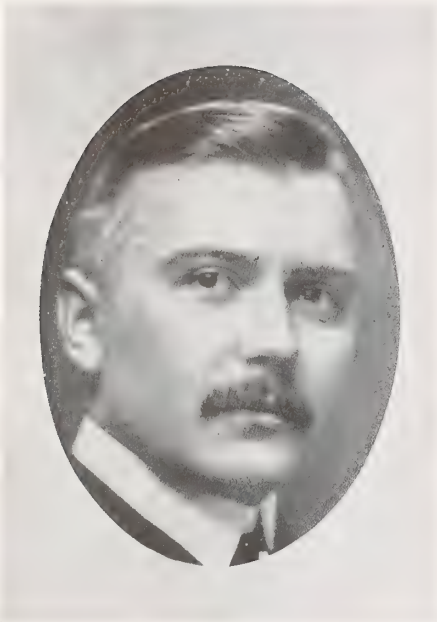
ALEX. J. ZINDLER, Detroit, Michigan,
Secretary and Treasurer of the J. W. Dykstra & Co., coal merchants of 820 Hammond Building, Detroit, Michigan, was born May 24, 1886, at Detroit and has been in the coal business for the past twelve years. He is also interested in the Blue Beaver Coal Co. and was formerly connected with the Brenner Coal Co. and Jules G. Hoffman.

JAMES P. MORAN, Detroit, Michigan,
Wholesale coal merchant at 1324 Penobscot Building, Detroit, Michigan, was born January 11, 1879, in Detroit, and has been in the coal business twenty-three years. He was formerly connected with E. J. Corbett of Detroit and Burton, Beidler & Phillips of Cleveland, Ohio.

DAVID S. WALSH, Detroit, Michigan,
Sales Manager J. P. Moran & Co. of Detroit, Michigan, was born January 31, 1870, at Detroit, Michigan, and has been in the coal business for the past twenty-three years.

CHARLES J. ANDREWS, Detroit, Michigan,
President The Morgan-Andrews Coal Co., Majestic Building, Detroit, Michigan, was born December 20, 1870, at Washington, District of Columbia, and has been in the coal business for the past twenty years. Mr. Andrews was with The Turney & Jones Co. for three years and the Sunday Creek Co. for ten years, holding the management of their Detroit office, and later Vice President and Manager of Sales, before forming his present company.

RICHARD L. AYLWARD, Detroit, Michigan,
One of the best known and popular retail coal merchants of Detroit, Michigan, was born in Detroit December 1, 1869, and has been in the coal business there for over thirty years. Before going into business for himself he was connected with the firms of O. W. Shipman and Skae & Aylward



EDWARD J. CORBETT, Detroit, Michigan,
Prominent wholesale coal merchant of Detroit, Michigan, was born March 23, 1865, at Groveport, Ohio, and has been in the coal business for twenty-six years. In addition to his Detroit business Mr. Corbett has coal interests in Ohio and West Virginia. Previous to entering business for himself he was connected with the Columbus & Hocking Coal & Iron Co. and H. D. Turney & Co.

ARTHUR D. CRONIN, Detroit, Michigan,
President Pine Ridge Coal Co., 616 Union Trust Building, Detroit, was born May 3, 1883, in Hamilton, Ontario, and has been in the coal business twelve years. He is interested in the Cronin Coal Co. and the Black Hawk Colliery Co., and has a wide and favorable acquaintance in coal circles. Mr. Cronin was formerly Sales Manager of John T. Hesser Coal Co., Ohio & Michigan Coal Co. and Black Hawk Colliery Co.

JAMES PETER CUMMISKEY, Detroit, Michigan,
President of the Ohio & Michigan Coal Co., Inc., Detroit, was born January 28, 1872, in Detroit, and has been in the coal business thirty years. He was with O. W. Shipman for fourteen years before forming his present company. Mr. Cummiskey is President of the New York Clay & Mining Co., Michigan & West Virginia Land & Mining Co., Big Creek Coal Co., Black Hawk Colliery Co., J. R. Morris Coal Co., and a Director of the Marsh-Fork Coal Co.

CHARLES C. COREY, Detroit, Mich.
Wholesale coal merchant of Detroit, was born October 1, 1879, in Chesterfield, Michigan, and has been in the coal business for the past thirteen years. Mr. Corey was formerly connected with the Hutchinson Fuel Co., Fairmont, West Virginia, and the Sunday Creek Coal Co. for eight years.

VENABLE JOHNSON, Detroit, Michigan,
Manager of the Island Creek Coal Co., Ford Building, Detroit, was born September 8, 1877, in Petersburg, Virginia, and has been in the coal business seventeen years. He was formerly in charge of the W. R. Johnson mines in West Virginia, Assistant General Manager and Treasurer of the Kanawha Fuel Co. at Milwaukee, Wisconsin, Agent of the Cabin Creek Consolidated Coal Co. at Detroit, and General Sales Agent of the W. R. Johnson Coal Co.

LYDA GERTRUDE MOSHER, Detroit, Michigan,
In the coal business under her own name in the Book Building, Detroit, Michigan, was born September 26, 1888, in Pittsburgh, Pennsylvania, and has been in the coal business thirteen years. Miss Mosher is an unusually capable coal salesman and has made a success ever since entering the trade. She was formerly connected with the Marine Coal Co. of Pittsburgh, Jewett, Bigelow & Brooks of Detroit, and in recent years was Secretary and Treasurer of the Southland Coal Co.

PHILIP RAFFERTY, Detroit, Michigan,
Western Agent of Meeker & Co., Ford Building, Detroit, Michigan, was born October 19, 1869, at Paterson, New Jersey. He has been in the coal business for twenty-six years, the entire time with the old established firm of Meeker & Co.

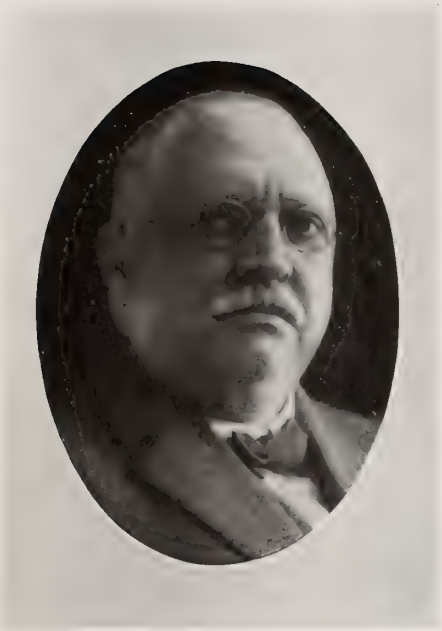
EDWIN MERRILL SMITH, Detroit, Michigan,
Sole Owner of the E. M. Smith Coal Co., 502-503 Owen Building, Detroit, Michigan, is also interested in the L. Z. Netzorg Coal Co. of Toledo, Ohio. He was born August 24, 1870, in Chicago, Illinois, and has been in the coal business twelve years. He was formerly Manager of the Detroit office of the W. H. Warner Coal Co. of Ohio and interested in that company, from which he resigned April 1, 1918.

ARTHUR S. AINSWORTH, Grand Rapids, Michigan, Proprietor of Bennett Fuel & Ice Co., was born July 31, 1862, in Rome, Iowa, and has been in business thirty-seven years. Mr. Ainsworth, one of the most successful retail coal merchants in Michigan, has this creed in business: "I believe in the man who neither looks up to the rich nor down on the poor; who is courteous and considerate to women, children and old people; who is too brave to lie; too generous to cheat; who takes his share and lets others have theirs." He has served as President of the Michigan and Ohio Retail Coal Dealers' Association and of the Grand Rapids Coal Exchange.

DEWEY BLOCKSMA, Grand Rapids, Michigan, Vice President and General Manager of the Breen & Halladay Fuel Co. of Grand Rapids, Michigan, was born August 1, 1884, and has been in the coal business for thirteen years. He was formerly connected with A. Himes Coal Co. Mr. Blocksma is also Manager of the Creston Fuel & Building Material Co. and a Director of the City Coal & Coke Co.

ABRAM B. KNOWLSON, Grand Rapids, Michigan, President A. B. Knowlson Co. of Grand Rapids, Michigan, is one of the best known coal men in that section. He was born May 11, 1851, at Albany, New York, and established his present business in 1876, and incorporated it in 1912, with W. W. Tanner Vice President, G. J. Rooks Treasurer, and A. B. Horner Secretary. Mr. Knowlson has served as President of the Michigan-Indiana Coal Association, Director of National Coal Association, President Grand Rapids Retail Coal Dealers Exchange, and is the dean of Grand Rapids coal merchants.

EDWARD W. STAEBLER, Ann Arbor, Michigan, Well-known retail coal merchant of Ann Arbor, Michigan, doing business under the firm name of Staebler & Son, was born December 26, 1872, at Ann Arbor, and has been in the coal business during his entire business life. Mr. Staebler is favorably known in the trade and has served as Treasurer of the Michigan-Ohio-Indiana Retail Coal Association for six terms and has also been Secretary of the Ann Arbor Coal Exchange for a number of years.



ROBERT LAKE, Jackson, Michigan,
President of the Robert Lake Co., Jackson, Michigan, was born June 24, 1848, at Dorsetshire, England, and has been in the coal business for twenty-five years. Mr. Lake is one of the best known retail coal merchants in the United States and has served as President of the Michigan and Indiana Coal Association and of the Michigan-Ohio-Indiana Coal Association. Mr. Lake was President of the National Council of Retail Coal Merchants and is a Director of the National Retail Coal Merchants' Association.

JAMES W. RYDER, Kalamazoo, Michigan,
President The James W. Ryder Coal Co. of Kalamazoo, Michigan, was born April 4, 1868, in Kalamazoo and has been in the coal business thirty years. Mr. Ryder is well and favorably known in the coal trade and does a large wholesale and retail business. He also has a modernly equipped elevator and uses auto trucks for delivery. He has served as President, Treasurer and Director of the Michigan-Ohio-Indiana Coal Association.

GEORGE E. STEERS, Kalamazoo, Michigan,
General Manager of the Kalamazoo Ice & Fuel Co., Kalamazoo, Michigan, was born June 8, 1860, in Rochester, New York, and has been in the coal business since 1890. He has built up one of the largest retail businesses in Michigan. He has a splendid reputation in the trade and has served as President of the Carbon Club of Kalamazoo.

H. A. BAUKNECHT, Muskegon, Michigan,
Of Bauknecht Bros., well-known retail coal merchants of Muskegon, Michigan, was born December 29, 1872, in Muskegon, and has been in the coal business since 1883. Mr. Bauknecht is widely known in the coal trade and has taken an active interest in association affairs. He has served on the Executive Committee of the Michigan-Ohio-Indiana Association and President of the Muskegon Coal Dealers' Credit Association.

OTTO LANGKAWEL, Muskegon, Michigan, Proprietor of Otto Langkawel & Co., Muskegon, Michigan, was born September 29, 1877, in Muskegon, and has been in the coal business since 1905. He originally started in the wood business in 1899 and naturally progressed into the coal business. Mr. Langkawel has been unusually successful.

MICHIGAN—Detroit

I. T. BECKER, President of the I. T. Becker Coal Co., Detroit, Michigan, was born February 1, 1892, at Detroit, Michigan, and has been in the coal business for the past eleven years. Previous to engaging in the retail business on his own account he was traveling salesman for the H. T. Wilson Coal Co. and the Norfolk & Chesapeake Coal Co. Mr. Becker is in the service of his country.

W. F. BENTLEY, Secretary of C. C. Corey, 1303 Majestic Building, Detroit, Michigan, was born May 26, 1887, at St. Thomas, Ontario, and has been in the coal business for the past eight years. He was formerly connected with the Detroit office of the Sunday Creek Co.

WM. E. BESANCON, retail coal merchant of Detroit, Michigan, was born in Michigan in 1877 and has been in the coal business practically all his life. After a term at college Mr. Besancon started out to learn and know not only the coal business in Detroit, but just about everyone who was connected therewith. There are few salesmen or mine representatives who fail to call him "Bill." He operates two yards, besides doing a considerable car-lot business.

WALTER BROOKS, Treasurer Jewett, Bigelow & Brooks, Penobscot Building, Detroit, Michigan, was born in Detroit in 1870 and has been in the coal business for over twenty years. Mr. Brooks is one of the highly regarded members of the Detroit coal trade, and his firm is a leading operator in the smokeless field.

LA VERNE C. BROWN, owner and Manager of the Progressive Coal Co., 360 Penobscott Building, Detroit, Michigan, was born April 26, 1879, in Jackson County, Michigan, and has been in the coal business for fifteen years. He was formerly associated with J. P. Moran & Co. of Detroit for eleven years.

CHARLES ALEXANDER CHAMBERS, Manager of Sales The Consolidation Coal Co., Detroit, Michigan, was born April 5, 1869, in Paris, Kentucky, and has been in the coal business seventeen years. Mr. Chambers was formerly with the Luhrig Coal Co. and W. P. Rend. Prior to entering the coal business he was for a number of years in the railroad service.

RICHARD B. CHASE, Secretary of Jewett, Bigelow & Brooks, Detroit, Michigan, was born in 1870 at Medina, New York. Mr. Chase was formerly connected with the firm of Ayers & Chase until he purchased J. W. Bigelow's interest in Jewett, Bigelow & Brooks, who operate a number of mines in West Virginia and Kentucky.

AUGUSTIN W. COONEY, President Monarch Coal Co., Detroit, Michigan, was born April 11, 1873, in Detroit, and has been in the coal business twenty-two years.

EDWARD CORNELIUS CROWLEY, Secretary Ohio & Michigan Coal Co., Detroit, Michigan, was born August 7, 1887, in Wayne County, Michigan, and has been in the coal business twelve years, the entire time with his present firm.

JACOB H. DAVIS, President and General Manager of the Davis Coal & Coke Co., Detroit, Michigan, was born January 15, 1887, in Toledo, Ohio, and has been in the coal business for the past eight years.

LOUIS A. DE HAYES, proprietor of the Sterling Coal Co., Detroit, Michigan, was born June 9, 1884, at Detroit, and has been in the coal business for the past sixteen years.

JAMES DE WOLFE, Manager at Detroit, Michigan, for the Pittsburgh Coal Co. and New Pittsburgh Coal Co., is one of the veteran and highly respected coal salesmen in the Middle West. Mr. DeWolfe was born July 17, 1845, at North Ridgeville, Ohio, and has been in the coal business for twenty-two years. He was with the Sunday Creek Co. before making his present connection.

EDWARD F. DELAHUNTE, General Manager of the General Coal & Coke Co., Detroit, Michigan, was born September 10, 1867, at Cleveland, Ohio, and has been in the coal business for twenty-five years. Mr. Delahunte was formerly General Manager of the West Massillon Coal Co., General Sales Manager of Burton, Beidler & Phillips Co., and Local Manager Ohio & Michigan Coal Co.

EDWARD J. DU BOIS, Vice President and Sales Manager American Coal & Coke Co., Detroit, Michigan, was born in 1883 in Buffalo, New York, and has been in the coal business eleven years. Mr. DuBois has also taken an active interest in, and is an officer of the National Coal Jobbers' Association.

ELMER FRITSCH, President E. T. Brooks & Fritsch, retail coal merchants of Detroit, Michigan, was born October 26, 1861, in Detroit, and has been in the coal business for the past fifteen years.

CORNELIUS J. W. GEERLING, Secretary and Treasurer the Morgan-Andrews Coal Co. of Detroit, Michigan, was born March 14, 1874, at Usquert, Holland, and has been in the coal business for twelve years. He was formerly connected with the Detroit office of the Sunday Creek Coal Co.

RICHARD B. GERISCH, Secretary and Treasurer of the Gerisch Coal Co., Detroit, Michigan, was born October 18, 1881, in Germany. He is also interested in the Alice Coal Co.

FREDERICK D. GLEASON, Manager of the F. D. Gleason Coal Co., Detroit, Michigan, was born July 29, 1887, at Detroit, and has been in the coal business for ten years. He was formerly representative of the Pittsburgh-Buffalo Co. and has many friends in the trade.

EDWIN GOLDBERG, proprietor Brenner Coal Co., Detroit, Michigan, was born August 10, 1879, at Detroit, and has been in the coal business for about twenty years. He was formerly connected with the Jonathan Creek Coal Co.

GEORGE J. HUEBNER of the Detroit & Pittsburg Coal Co., 1237 Majestic Building, Detroit, Michigan, was born in Detroit November 20, 1885, and has been in the coal business nine years.

WALTER JAMES JAROCH, proprietor of the Wolverine Coal Co. at Detroit, Michigan, was born April 28, 1887, at Port Austin, Michigan, and has been in the coal business for the past four years.

EDWARD HUNTING JEWETT, President Jewett, Bigelow & Brooks, Penobscot Building, Detroit, Michigan, was born in 1874 and has been in the coal business twenty-two years. Mr. Jewett is also interested in the J. B. B. Coal Co. and the Pine Ridge Mining Co., and is a prominent member of the coal trade.

BURKE H. KEENEY, Resident Manager of the Middle West Coal Co., Majestic Building, Detroit, Michigan, was born in 1874 at Patrait, Indiana, and has been in the coal business for twenty years. He was formerly connected with the Bewley-Darst Coal Co. of Knoxville, Tennessee.

HAROLD N. KING, Auditor of R. L. Aylward at Detroit, Michigan, was born in 1874 in England, and has been in the coal business for twelve years.

JOHN F. KOENIG, President The P. Koenig Coal Co., Detroit, Michigan, was born January 18, 1877, in Detroit, and has been in the coal business all of his business life. This business was established in 1870 by Peter Koenig, father of John F. Mr. Koenig is also interested in the Elkhorn Coal Co.

WM. N. KRUG, President Commercial Coal Co., Detroit, Michigan, was born August 27, 1867, in Detroit, and has been in the coal business sixteen years.

A. B. LINCOLN, Detroit Manager of the Houston Coal Co., Dime Bank Building, Detroit, Michigan, was born June 7, 1872, in Pownal, Vermont, and has been in the coal business the past fifteen years. Mr. Lincoln has been in his present position for the past twelve years and previous to that represented the Taylor Coal Co. of Toledo, Ohio, and Jules G. Hoffman of Detroit.

A. LESTER MANCOURT, President and Treasurer Mancourt-Winters Coal Co. of Detroit, Michigan, was born November 8, 1888, in Sidney, Nebraska, and has been in the coal business for the last three years.

FRED J. McDONALD, President McDonald Coal & Brick Co., Detroit, Michigan, was born January 8, 1864, in Detroit, and has been in the coal business for the past ten years.

MARK McFADDEN, retail coal merchant of Detroit, Michigan, is a native of Ireland and has been in the coal business twenty-three years. He started with one team and borrowed a wagon, and today is using twenty-eight horses and five auto trucks, has a 3,000-ton coal pocket and ground storage for 6,000 tons.

HUMPHREY H. McKILLIP, proprietor International Coal Co., Ford Building, Detroit, Michigan, was born September 3, 1872, in Ohio, and has been in the coal business for seventeen years. He was formerly connected with E. J. Corbett for a number of years.

CHARLES P. MORIARITY, Northern Sales Agent of the Cabin Creek Consolidated Coal Co., 1228 Majestic Building, Detroit, Michigan, was born December 14, 1889, at Indianapolis, Indiana, and has been in the coal business for the last five years. He is a son of Charles R. Moriarity of Cincinnati, Ohio, and is at present enlisted in the service of his country.

ULYSSES S. MORRIS, President Superior Colliery Co., Hammond Building, Detroit, Michigan, was born in Columbus, Ohio, and has been in the coal business for the past ten years. Mr. Morris is President of the Superior Development Co., a subsidiary of the colliery company. He is Secretary-Treasurer of the Coal Operators Bureau of Columbus, Ohio, and chairman of the Jackson District Coal Association of Ohio. Previous to forming his present company he was connected with the Clinchfield Coal Corp.

RALPH B. NEAL, Secretary and Treasurer of the Monarch Coal Co., Detroit, Michigan, was born October 27, 1885, at Bay City, Michigan, and has been in the coal business for twelve years. He was formerly connected with W. H. Peck & Co. and J. Max Bernard & Co.

WILLIAM A. REED, Agent Philadelphia & Reading Coal & Iron Co., Majestic Building, Detroit, Michigan, was born October 23, 1854, in Port Clinton, Ohio, and has been in the coal business thirty years. Mr. Reed is one of the best liked and most popular anthracite salesmen in the Middle West.

LEWIS CHAPIN RUFFNER, Northern Sales Manager Cabin Creek Consolidated Coal Co., with headquarters at Detroit, Michigan, was born February 24, 1885, at Quijotoa, Arizona, and has been in the coal business for fourteen years. He was formerly connected with the Diamond Ice & Coal Co. of Charleston, West Virginia, and altogether has spent some twenty-three years around the coal mines of West Virginia.

WEBSTER L. SALLEE, President and General Manager Detroit Fuel & Foundry Supply Co., Detroit, Michigan, was born December 11, 1881, in Sharpville, Indiana, and has been in the coal business seventeen years. He is also President of the Kentucky Ridge Mining Co. of Pineville, Kentucky. He was formerly connected with the Aetna Coal & Coke Co., Indiana Fuel & Supply Co., and National Coal Co.

EWALD SCHEIWE, President and General Manager of Scheiwe Coal & Coke Co., Detroit, Michigan, was born April 10, 1874, in Germany, and has been in the coal business for nine years. Mr. Scheiwe is President of the Detroit Coal Exchange and of the Michigan Retail Coal Dealers' Association.

FRANK GRANT SCHNERR, Western Sales Agent of J. S. Wentz Co., Detroit, Michigan, was born April 24, 1885, at Philadelphia, Pennsylvania, and has been in the coal business for ten years. He was formerly connected with the Maryland Coal & Coke Co.

HENRY E. SCHUMACHER of Schumacher Bros. & Graham, retail coal merchants of Detroit, Michigan, was born in 1870 in Germany, and came here as a lad of eleven years with his parents. He and his father, Charles Schumacher, started in the retail coal business in 1892. A few years later Herman A. Schumacher was admitted as partner. In 1911 Daniel Graham was admitted to the firm.

WALTER J. SCULLY, Sales Manager of W. H. Warner Coal Co. at Detroit, Michigan, was born in 1870 at Sarnia, Ontario, and has been in the coal business for twenty-five years.

DANIEL SULLIVAN, retail coal merchant, 386 Michigan Ave., Detroit, Michigan, was born in Detroit June 26, 1867, and has been in the business for thirty years. He is also Treasurer of the Diamond Coal & Coke Co.

GEORGE W. SWEENEY, President United Coal Sales Co., Majestic Building, Detroit, Michigan, was born July 12, 1874, in Detroit, and has been in the coal business twenty years. He was formerly connected with the Davis Coal & Coke Co. and the United Coal Co. of Pittsburgh, Pennsylvania.

CASH WATSON TALBOT, President Talbot Lumber & Coal Co., Detroit, Michigan, was born February 13, 1884, in Toledo, Ohio, and has been in the coal business twelve years.

WARNER R. THOMPSON, President Warner R. Thompson Co. of Detroit, Michigan, was born in Detroit July 29, 1864, and has been in the coal business for twenty-eight years. He was formerly connected with Parker Bros. Co. for twenty-two years and later with John S. Lorimer Sons.

CLARENCE A. WEINHART, Vice President of the Commercial Coal Co. of Detroit, Michigan, with his office at Grand Rapids, Michigan, was born in Peshtigo, Wisconsin, and has been in the coal business for ten years. He was formerly Vice President of the Central West Coal Co. at Menominee, Michigan.

RICHARD WILLIAMS, President Middle West Coal Co., Detroit, Michigan, was born in 1891 at Shamokin, Pennsylvania, and has been in the coal business for four years. Mr. Williams is also Vice President of the North East Coal Co. of Paintsville, Kentucky, and the South East Coal Co. He was formerly connected with the Susquehanna Coal Co.

C. C. WINTERS, Vice President and General Manager Mancourt-Winters Coal Co. of Detroit, Michigan, was born June 21, 1880, in Sandusky, Ohio, and has been in the coal business eighteen years. He is President of the Elkhorn Collieries Co., Vice President of the Elkhorn Coal Co., and President of the Sunnybrook Coal Co. He was formerly connected with S. J. Patterson Co. at Dayton, Ohio, the Middle West Coal Co. of Detroit, and the Consolidation Coal Co.

NEILL WINTERS, Manager Sunnybrook Coal Co. of Detroit, Michigan, was born February 27, 1884, at Sandusky, Ohio, and has been in the coal business for twelve years. He was formerly connected with the Mancourt-Winters Coal Co. of Detroit.

MATTHEW J. YIPE, retail coal merchant of Detroit, Michigan, is a native of Michigan and has been in the coal business fifteen years.

MICHIGAN—Grand Rapids

E. BOERSMA, proprietor of the Oakdale Coal & Wood Co., Grand Rapids, Michigan, was born December 31, 1867, in the Netherlands, going to Grand Rapids with his parents when eleven years old, and has been engaged in the grocery business for a number of years and in the coal business for eight years.

WILLIAM JAMES BREEN, President Breen & Halladay Fuel Co. of Grand Rapids, Michigan, was born in Canada, July 29, 1863, and has been in the coal business for twenty-six years. Mr. Breen is also President of the City Coal & Coke Co.

ADRIAN DE YOUNG of the De Young Bros. Fuel Co., Grand Rapids, Michigan, was born July 15, 1880, and has been in the coal business for fourteen years.

JOHN DE YOUNG of the De Young Bros. Fuel Co., Grand Rapids, Michigan, was born February 25, 1877, and has been in the coal business for six years.

H. R. DICKINSON, President The Valley City Coal & Ice Co., Grand Rapids, Michigan, was born in 1838 in Chenango County, New York, and has been in the coal business for fifty-two years.

MARTIN B. DONKER, Bookkeeper for Donker & Mol, Grand Rapids, Michigan, was born in Grand Rapids October 23, 1892, and has been in the coal business for six years.

WILLIAM DONKER of Donker & Mol, retail coal merchants of Grand Rapids, Michigan, was born November 22, 1868, in the Netherlands and has been in the coal business for seven years. He is a Director of the Grand Rapids Coal Exchange.

HARRY ELENBAAS, General Manager M. J. Elenbaas & Sons, Grand Rapids, Michigan, was born May 24, 1888, at Grand Rapids, and has been in the coal business for three years.

GEORGE A. HARPER, Salesman for Lehigh Valley Coal Sales Co. at Grand Rapids, Michigan, was born June 25, 1873, in Selkirk, Ontario, and has been in the coal business for twenty years. Mr. Harper is very well known and has many warm friends in the trade. He was formerly with the Buffalo office of Coxe Bros. & Co. for eight years.

JOHN M. HIMES, Secretary and Treasurer of A. Himes Coal Co., Grand Rapids, Michigan, was born in 1874 at Oswego, New York, and has been in the coal business for twenty-seven years. Mr. Himes is one of the leading retailers of Grand Rapids and is very favorably known in coal trade circles.

ABRAM BAYNTON HORNER, Secretary of A. B. Knowlson Co., wholesale and retail coal merchants of Grand Rapids, Michigan, was born August 27, 1885, in Grand Rapids, and has been in the coal business for thirteen years.

ALFRED HUNT, President and Manager of the Home Fuel Co., Grand Rapids, Michigan, was born in Grand Rapids December 22, 1866, and has been in the coal business for seventeen years. He was formerly connected with the Century Fuel Co., and has always taken an interest in movements for the betterment of trade conditions.

JOHN JASPERSE, retail coal merchant of Grand Rapids, Michigan, was born January 31, 1867, in the Netherlands, and has been in the coal business for fifteen years.

PETER JONKMAN, Manager Welmers-Dykman Fuel Co. of Grand Rapids, Michigan, was born February 2, 1861, in the Netherlands, and has been in the coal business for thirteen years. The firm operate three yards. Mr. Jonkman is a Director of the Grand Rapids Coal Exchange.

MARTIN P. LOUWERSE, member of the firm of S. A. Morman & Co., Grand Rapids, Michigan, was born July 16, 1871, in Grand Rapids, and has been in the coal business twenty-one years. He has been with this present firm since 1887.

JOHN C. MOL, member of the firm of Donker & Mol, Grand Rapids, Michigan, was born January 2, 1878, in Grand Rapids and has been in the coal business for nine years.

JOHN MOLLEMA, JR., Manager J. Mollema & Son, retail coal merchants of Grand Rapids, Michigan, was born June 17, 1891, at Jamestown, Michigan, and has been in the coal business for eight years.

SAMUEL A. MORMAN of S. A. Morman & Co., well-known coal and building material merchants of Grand Rapids, Michigan, was born April 13, 1858, in Grand Rapids, and has been in the coal trade twenty-two years. He was a former President of the Grand Rapids Coal Exchange. This company was founded in 1855 by Mr. Morman's father and has been highly successful ever since, in both coal and building material. A year ago Mr. Morman took into partnership M. P. Louwerse, who has been connected with the firm for over thirty years, and William B. Steele.

CLAUS F. PETERSON, retail coal merchant of Grand Rapids, Michigan, was born November 12, 1856, in Sweden, and has been in the coal business for thirty-five years.

GERRIT J. ROOKS, Treasurer of the A. B. Knowlson Co., wholesale and retail coal merchants of Grand Rapids, Michigan, was born March 28, 1867, near Holland, Michigan, and has been in the coal business for thirty years.

OMGE ROTTSCHAFER, Manager Silver Creek Fuel & Feed Co., Grand Rapids, Michigan, was born in Holland, and has been in the coal business for four years. He is associated with his brothers, Henry, John and William, who are in the contracting business in Holland, Michigan.

J. H. SMITH, Manager of the J. H. Smith Coal Co. of Grand Rapids, Michigan, was born in 1882 at Rochester, New York, and has been in the coal business for eighteen years. This concern handles coal at wholesale only. Mr. Smith was formerly with the Jones & Adams Coal Co., Harlem Coal Co., and the Sedalia Coal Co.

J. G. STEELE, Manager of Steele Bros., Grand Rapids, Michigan, was born October 3, 1879, in Grand Rapids and has been in the coal business for the past five years.

WILLIAM W. TANNER, Vice President of the A. B. Knowlson Co., Grand Rapids, Michigan, was born July 1, 1857, near Lockport, New York, and has been in the coal business for the past twenty-three years, associated with A. B. Knowlson.

ROBERT D. TEELE, Michigan Representative of the Buckeye Coal & Railway Co., with headquarters at Grand Rapids, Michigan, was born June 4, 1857, in Grand Rapids, and has been in the coal business thirty-five years. He was formerly connected with the Sunday Creek Coal Co. and has been in the retail business in Grand Rapids.

I. A. VAN HEULEN, Secretary and Treasurer of the Van Heulen Fuel Co., Grand Rapids, Michigan, was born in the Netherlands in 1872, and has been in the coal business for twenty-five years. He was formerly connected with the South Grand Rapids Ice & Coal Co.

MICHIGAN

CHRIS ABRAHAM, retail coal merchant of Capac, Michigan, born September 22, 1875, at Mt. Clemens, Michigan, has been in the coal business for ten years.

MARTIN C. ABRAHAMSON, retail coal merchant of Ludington, Michigan, was born September 21, 1881, in Norway, and has been in the coal business eleven years.

HENRY J. ADAMS, President and General Manager of the H. J. Adams Lumber & Coal Co., Jackson, Michigan, was born November 15, 1857, in Monroe, Michigan, and has been in the coal business seven years.

GEORGE A. ALDRICH, President G. A. Aldrich & Co., Hillsdale, Michigan, was born in 1849 at Geneseo, New York, and has been in the coal business for twenty years, and is one of the well-known retailers in Michigan.

A. E. D. ALLAN of the Allan Coal & Lumber Co., West Detroit, Michigan, was born March 28, 1869, in Wales and has been in the coal business three years. His brother, A. T. Allan, is associated with him in the coal and lumber business.

ARTHUR C. ATWELL, Assistant Manager Cass City Grain Co., Cass City, Michigan, was born August 21, 1890, in Evergreen Township, Michigan, and has been in the coal business for three years.

AXEL L. AXELSON, Manager F. & A. Lumber Co., Crystal Falls, Michigan, was born February 14, 1880, at Ishpeming, Michigan, and has been in the coal business for six years.

JACOB H. BAAD, retail coal merchant of Union City, Michigan, was born July 3, 1876, in Canal Dover, Ohio, and has been in the coal business for seven years.

DANIEL D. BARRON, well known retail coal merchant of River Rouge, Michigan, was born in September, 1866, at Newport, Michigan, and has been in the retail coal business for the past seventeen years.

F. L. BAUER of the Hastings Lumber & Coal Co., Hastings, Michigan, was born in 1878, and has been in the coal business for three years.

W. G. BAUER of the Hastings Lumber & Coal Co., Hastings, Michigan, was born in Hastings in 1875, and has been in the coal business for fourteen years.

JESSE G. BAUKNECHT, member of the firm of Bauknecht Bros., Muskegon, Michigan, was born March 20, 1879, in that city and has been in the coal business for eighteen years.

SIDNEY T. BEAM, senior member of E. Beam & Sons, Lawton, Michigan, was born December 28, 1849, in St. Joseph County, Michigan, and has been in the coal business for twenty years.

SILAS A. BEMENT, managing a retail coal business at Ann Arbor, Michigan, was born January 9, 1876, at Leroy, Michigan, and has been in the coal business two years.

HERMAN RALPH BEUHLER, Manager Ann-A Fuel Co., Ann Arbor, Michigan, was born in 1886 in Washtenaw County, Michigan, and has been in the coal business for the past three years.

EUGENE M. BIGGS, Scottville, Michigan, was born May 10, 1865, at Hudson, New York, and has been in the coal business for twenty years.

RUFUS F. BIRCH, retail coal merchant of Hudson, Michigan, was born April 12, 1858, at East Green Bush, New York, and has been in the coal business for twenty-eight years, the last eighteen of which in his present location.

RALPH S. BISHOP of Frank Bishop & Son, retail coal merchants of Almont, Michigan, was born May 14, 1892, in Almont, and has been in the coal business five years.

ALFRED P. BLANEY, Manager of The Bedford Coal Co., Alpena, Michigan, was born September 6, 1882, in Alpena, and has been in the coal business for eleven years. He succeeded the old established firm of M. N. Bedford & Co. in 1916.

G. S. BLESCH, Manager Little Rock Coal Co., Alma, Michigan, was born June 20, 1876, in Brenton, Michigan, and has been in the coal business seven years.

JOHN BOEKHOUT, retail coal merchant of Kalamazoo, Michigan, was born May 2, 1863, in the Netherlands and has been in the coal business sixteen years.

C. L. BOELIO, retail coal merchant of Petoskey, Michigan, was born September 28, 1855, in New York state, and has been in the coal business ten years.

HENRY J. BOLT, retail coal merchant of Grand Haven, Michigan, was born in Grand Haven October 22, 1867, and has been in the retail coal business for about twelve years.

WM. R. BRADISH, a retail coal merchant of Adrian, Michigan, was born May 2, 1857, at Madison, Michigan, and has been in the coal business for fifteen years.

CHARLES C. BRADLEY of Bradley & Chubb, retail coal merchants of Romeo, Michigan, was born November 21, 1840, at Detroit, Michigan, and has been in the coal business for ten years.

CHARLES THOMPSON BRADLEY, Manager Bradley & Chubb of Romeo, Michigan, was born November 27, 1890, in Romeo and has been in the coal business for the past six years.

FRED W. BRAMAN, Manager Central Coal Co., Bay City, Michigan, was born February 9, 1874, in Bay City and has been in the coal business for seventeen years. Mr. Braman is Secretary of the Bay City Coal Exchange and was formerly connected with F. P. Young & Co. for eight years.

THOMAS W. BRANDON of Evart, Michigan, was born January 15, 1854, at Kingston, Ontario, and has been in the coal business for fourteen years.

W. EARL BRIGGS of W. E. Briggs & Co., Shelbyville, Michigan, was born July 4, 1879, and has been in the coal business for the past twelve years.

C. O. BROWN, Benton Harbor, Michigan, of the Brown Ice & Coal Co. of St. Joseph and Benton Harbor, was born October 26, 1882, in Benton Harbor.

FRED A. BROWN, retail coal merchant of Bellevue, Michigan, was born in 1868 in Bellevue and has been in the coal business for twelve years.

OVA D. BROWN of the Brown Ice & Coal Co., St. Joseph, Michigan, was born June 13, 1885, at Benton Harbor, Michigan, and has been in the coal business for over ten years.

W. M. BROWN, senior member of the Brown Ice & Coal Co., St. Joseph and Benton Harbor, Michigan, was born June 29, 1858, at Mokena, Illinois, and has been in the ice and coal business forty years. Mr. Brown is one of the best known retail coal merchants in Michigan and is a Director of the Michigan-Ohio-Indiana Coal Association, and also Director in the Michigan Retail Coal Dealers' Association.

JOHN M. BUNTING, Owner and Manager City Coal Co., Grayling, Michigan, was born August 5, 1861, at Fenton, Michigan, and has been in the coal business for seven years.

WILLIAM H. BURNS, Vice President and General Manager of the Fremont Lumber & Fuel Co., Fremont, Michigan, was born December 16, 1873, in Muskegon, Michigan, and has been in the coal business sixteen years. He is also interested in the Home Lumber & Fuel Co., Alma, Michigan, and the Grant Lumber & Fuel Co., Grant, Michigan.

L. W. BURROUGHS, retail coal merchant of Cement City, Michigan, was born April 2, 1865, in Concord Township, Michigan, and has been in the coal business for seven years.

J. LEIGHTON BUSH, proprietor of J. L. Bush & Co., of Adrian, Michigan, was born May 24, 1882, at Clinton, Michigan, and has been in the coal business for five years.

HERMAN S. BUURMA, Assistant Manager for S. H. Buurma of Kalamazoo, Michigan, was born August 12, 1895, in Kalamazoo, and has been in the coal business seven years.

SAMUEL H. BUURMA, retail coal merchant of Kalamazoo, Michigan, was born in the Netherlands August 6, 1873, and has been in the retail coal business eighteen years.

EDGAR R. CALKINS, retail coal merchant of Steiner, Michigan, was born May 19, 1863, at Monroe City and has been in the coal business for twelve years.

V. R. CANFIELD, proprietor of the Capital Coal Co., Lansing, Michigan, was born in Youngstown, Ohio, and has been in the coal business forty-two years.

PHILIP CATSMAN, President of the Catsman Coal Co., Flint, Michigan, was born in 1879 in Russia, and has been in the coal business for eight years.

SELAH A. CHAPMAN, Manager Chapman Coal Co., Eaton Rapids, Michigan, was born June 19, 1880, in Eaton Rapids, and has been in the coal business six years. He was formerly with the Fred C. Cobb Co. at Charlotte, Michigan.

CHARLES W. CHAPPLE, General Manager C. W. Chapple & Co., Hillsdale, Michigan, was born April 29, 1876, at Litchfield, Michigan, and has been in the coal business for seven years.

RAYMOND C. CHASE, Secretary of Catsman Coal Co., Flint, Michigan, was born in 1886, and has been in the coal business for seven years.

HANS J. CHRISTIANSEN, Manager of Houle Bros. Co., Muskegon, Michigan, was born March 1, 1881, at Muskegon, and has been in the coal business five years. He was a member of the firm of Christiansen & Wenk until they dissolved partnership, when he formed his present connection.

CALVIN D. CHURCH of Church & Church, retail coal merchants of Utica, Michigan, was born September 5, 1858, in Shelby Township, Michigan, and has been in the coal business for twenty-three years.

CLARENCE A. CLARK, Manager for C. W. Davis at Gladstone, Michigan, was born September 1, 1862, in West Henrietta, New York, and has been in the coal business for thirty years.

HARRY T. CLARK, proprietor Vicksburg Lumber Co., Vicksburg, Michigan, was born August 1, 1879, at Cooper, Michigan, and has been fifteen years in the lumber business and four years handling coal.

LEWIS HOLLAND COOK, retail coal merchant of Nashville, Michigan, was born July 3, 1882, at Marshall, Michigan, and has been in the coal business for the last three years.

CHAS. COOL of the Cool Bros. Grain Co., Saline, Michigan, was born March 15, 1874, in Ionia County, Michigan, and has been in the coal business about twenty-five years. He worked with his uncle, E. F. Cool, at Clarksville, Michigan, fourteen years. In 1907 he moved to Saline and has handled coal continually since.

LEWIS COOL of Cool Bros. Grain Co., Saline, Michigan, was born November 15, 1876, in Ionia County, Michigan, and has been in the coal business about fourteen years. He was with Charles Cool at Clarksville three years, and has been at Saline nearly eleven years.

FLOYD W. CORLETT, President Corlett-Stone Lumber Co., Kalamazoo, Michigan, was born October 26, 1878, at Clinton, Ontario, and has been in the coal business for eight years.

MERYL G. CORLETT, Manager of R. J. Corlett & Sons, Pittsford, Michigan, was born July 11, 1891, at Hillsdale, Michigan, and has been in the coal business for four years.

ROBERT C. CORLETT, proprietor of R. J. Corlett & Sons of Hillsdale, Michigan, was born in Hillsdale in 1882 and is now interested in nine retail coal yards in that section.

FRANK D. CORNWELL, retail coal merchant of Ann Arbor, Michigan, was born January 9, 1874, in Ann Arbor, and has been in the coal business for over eleven years.

H. HOBART CORWIN, Treasurer and Manager of the Corwin Lumber Co., Jackson, Michigan, was born April 22, 1877, in Grass Lake, Michigan, and has been in the coal business twelve years. He was formerly connected with the Interstate Coal & Coke Co.

I. S. CORWIN, Manager A. A. Corwin & Sons, Pontiac, Michigan, was born August 17, 1878, in Grass Lake, Michigan, and has been in the coal business over twenty years.

R. A. COTTRELL, retail coal merchant of Marine City, Michigan, was born September 29, 1851, in Marine City and has been in the retail coal business for thirty-two years.

B. B. CRAPO of the Crapo Lumber Co., Williamson, Michigan, was born July 5, 1864, and has been in the coal business for sixteen years.

ARTHUR G. CRUICKSHANK, retail coal merchant of Port Huron, Michigan, was born July 11, 1868, at Port Huron, and has been in the coal business for fourteen years.

WILLIAM J. CRUMP of the South End Ice & Coal Co., Bay City, Michigan, was born February 12, 1863, at Pittsford, New York, and has been in the coal business for sixteen years.

BURTON T. CURTIS, Manager Curtis Bros. of Reed City, Michigan, was born July 15, 1871, at Kalamazoo, Michigan, and has been in the retail coal business for the past eight years.

LORENZO D. CURTIS, well known retail coal merchant of Edmore, Michigan, was born September 21, 1851, at Chatham, Canada, and has been in the coal business for twenty years. He sold the first bituminous coal in Edmore.

WILL CURTIS, member of the firm of Curtis Bros., retail coal merchants of Reed City, Michigan, was born in Elkhart, Indiana, and has been in the coal business for over thirty years.

FRANK R. CUTTING, proprietor of the F. R. Cutting Co., Lapeer, Michigan, was born May 22, 1866, in Lapeer County and has been in the lumber business for twenty-seven years. A few years ago he bought out the Wilcox Lumber Co. and since then has been handling coal.

HARRY L. DANSAND, President K. & K. Ice & Coal Co., Monroe, Michigan, was born in Monroe and has been in the coal business eight years. The business was started originally by John Kleeman, Treasurer of the present company.

A. M. DARLING, proprietor of the A. M. Darling Coal Co., Lansing, Michigan, was born in Lansing in 1864 and has been in the coal business for fourteen years.

WILLIAM P. DARLING, retail coal merchant of Kalamazoo, Michigan, was born in Kalamazoo April 25, 1869, and has been in the coal business for twenty-seven years.

CHARLES WILLIAM DAVIS, retail coal merchant of Gladstone, Michigan, was born June 14, 1846, in Chicago, and has been in the coal business thirty years.

A. K. DEAN is President of the Central Supply Co., which does a retail coal business at Addison, Michigan.

M. O. DEWEY, manufacturer and shipper of charcoal, Jackson, Michigan, was born August 23, 1878, in Concord, Michigan, and has been in the coal business fourteen years. He began the business April 1, 1904, as Manager for J. E. Bartlett Co., and April 1, 1905, bought that business and organized the M. O. Dewey Co. On May 1, 1916, he sold his interest therein and with E. A. Smith organized the Dewey-Smith Co., of which he was Treasurer. On May 1, 1918, he bought the car-lot coal, charcoal and burlap sack lines of the Dewey-Smith Co. and sold his interests in that company.

FRED J. DILLON, retail coal merchant of Addison, Michigan, was born December 29, 1874, at Hudson, Michigan, and has been in the coal business seven years.

FRANK A. DIMOND, Manager of George F. Dimond Co., St. Johns, Michigan, was born December 21, 1883, at Peck, Michigan, and has been in the coal business for five years.

GEO. A. DOCKERAY of Dockeray Bros., Rockford, Michigan, was born March 9, 1862, in Orleans County, New York, and has been in the coal business for over twenty years.

R. HARLOW DOCKERAY of Dockeray Bros., retail coal merchants of Rockford, Michigan, was born November 8, 1854, in Orleans County, New York, and has been in the coal business for over twenty years.

W. J. DODGE, Manager W. J. Dodge & Co., Howard City, Michigan, was born July 22, 1866, at Saginaw, Michigan, and has been in the coal business for twenty years.

FRANK C. DRIESBACH of F. C. Driesbach & Son, White Pigeon, Michigan, was born November 18, 1863, in White Pigeon and has been in the coal business for over thirty-three years. His son has been associated with him six years.

A. H. DUDLEY, retail coal merchant of Jonesville, Michigan, was born at Perry, Michigan, April 5, 1854, and has been in the coal business for ten years.

MILLARD DURHAM, retail coal merchant of Coopersville, Michigan, has been in the coal business for the past ten years.

WESLEY E. DYER, Manager of the Wiselogel Co. at Muskegon, Michigan, was born March 1, 1867, at Albion, Michigan, and has been in the coal business for the past four years. He has served as Secretary of the Muskegon Coal Dealers' Credit Association.

HENRY A. EASTON of Consumers Fuel Co., Petoskey, Michigan, was born in 1855 in New York City. He is also President of the Petoskey Crystal Ice Co. and for forty years has been a prominent business man.

FRANK H. EBERTS, Treasurer Eberts Bros. Co., Wyandotte, Michigan, was born June 13, 1882, at Wyandotte, and has been in the coal business for twenty years. H. A. and W. L. Eberts are also associated with him. Harry A. Eberts was born August 21, 1877 and has been in the coal business for twenty-one years.

BEN EILBER of B. & S. Eilber, Ubly, Michigan, was born in Ontario in 1866, and has been in the coal business for twenty-six years.

SAMUEL EILBER of B. & S. Eilber, Ubly, Michigan, was born in Ontario in 1862, and has been with the present firm for fourteen years.

CARL D. EKSTROM, proprietor of The Ekstrom Coal Co., Benton Harbor, Michigan, was born October 22, 1871, in Chicago, Illinois, and has been in the coal business four years. He was formerly with the Madison Coal Co.

CLAYTON E. ELLIS, retail coal merchant of Shelby, Michigan, was born July 5, 1869, in Norwalk, Ohio, and has been in the coal business for six years.

CLAUDE H. ESTEE of Shepard, Michigan, was born March 18, 1879, in Shepard, and has been in the coal business fifteen years.

JONAH ETHIER, retail coal merchant of Hubbel, Michigan, was born July 20, 1853, at Montreal, Canada, and has been in the coal business for fifteen years.

ARTHUR N. FANCHER, General Sales Agent What Cheer Coal Mining Co., Bay City, Michigan, was born June 5, 1875, at Parish, New York, and has been in the coal business for fifteen years. He is also Secretary and General Sales Agent of the Wenona Coal & Mining Co.

GERTRUDE RICE FELLOWS, Manager of the retail coal and fueling business for J. E. Miller & Son, Port Huron, Michigan, was born April 6, 1872, in Detroit, Michigan. Upon the retirement of J. E. Miller from the coal business in 1910 Mr. Fellows came from Detroit to take over the management of the business for the Millers, who all reside in California. Upon the death of Mr. Fellows, in January, 1916, Mrs. Fellows took her husband's place as Manager, and has proved to the firm as well as to the people of Port Huron that she is a most capable business woman. She enjoys the reputation of being the only woman operating a fueling dock.

EDWARD FINLEY, owner of the Finley elevator and retail coal yard at Hartford, Michigan, was born May 26, 1853, in Palmyra, New York, and has been in the coal business twenty-nine years. When he started a hundred tons of anthracite annually would supply the entire community.

F. J. FLYNN, Manager Flynn & Neely, Gladwin, Michigan, was born April 3, 1879, at Livingston, Michigan, and has been in the coal business for the past two years.

JAMES M. FORD, retail coal merchant of Blissfield, Michigan, was born February 21, 1870, at Riga, Michigan, and has been in the coal business for fifteen years.

JAMES FORSYTH, retail coal merchant, Blissfield, Michigan, was born January 16, 1869, and has been in the coal business for twenty years.

CHARLES M. FOSTER, Manager Foster Coal Co., Utica, Michigan, was born May 29, 1870, in New York and has been in the coal business four years. He succeeds his father-in-law, W. H. Marvin, who formerly conducted the business.

J. FRITCHEY, Secretary and Manager Cass City Grain Co., Cass City, Michigan, was born September 27, 1874, at Portland, Pennsylvania, and has been in the coal business for fifteen years. His company handles coal in seven Michigan towns.

HENRY P. GAUKLER, retail coal merchant of Pontiac, Michigan, was born April 3, 1871, in Halfway, Michigan, and has been in the coal business fourteen years. Mr. Gaukler has served as a Director of the Michigan-Ohio-Indiana Coal Association and is well known in the trade.

JAMES A. GIBBS, senior member of Gibbs & Sanders, Albion, Michigan, was born September 24, 1859, in Ottawa County, Michigan, and has been in the coal business for seventeen years. Prior to organizing his present company he was connected with F. E. Steele of Albion, Michigan.

ALLEN A. GILBERT recently started in the coal business at Coldwater, Michigan. He was born May 30, 1856, at Burlington, Michigan.

W. IRVING GILSON, Manager East Lansing Lumber & Coal Co., East Lansing, Michigan, was born February 27, 1888, in Deerfield, Michigan, and has been in the coal business the past two years.

FRED J. GREMEL of Grassman & Gremel, Sebewaing, Michigan, was born in Sebewaing and has been in the coal business six years.

MELVIN GRIFFITH, Manager M. Griffith & Son of Climax, Michigan, was born July 7, 1867, at Springport, Michigan, and has been in the coal business for six years.

WARREN GRIFFITH, Assistant Manager of M. Griffith & Son of Climax, Michigan, was born December 30, 1890, at Springport, Michigan, and has been in the coal business for six years.

R. H. GRILLEY, Manager Grant Lumber & Fuel Co. of Grant, Michigan, was born July 20, 1868, in Barry County, Michigan, and has been in the coal business for sixteen years. His assistants are his two sons, Emory and Floyd, who were born in Fremont, Michigan, June 11, 1894, and January 8, 1896, respectively.

G. W. GUST, retail coal merchant of Morenci, Michigan, was born April 17, 1859, in Ohio, and has been in the retail business fifteen years.

ELMER W. HAMMOND of the Crapo Lumber Co., Williamson, Michigan, was born November 8, 1874, and has been in the coal business for sixteen years.

JOHN M. HAMMOND, proprietor of the Flint Coal Co., Flint, Michigan, was born January 26, 1867, in Big Flats, New York, and has been in the coal business at Flint fifteen years. Previous to going to Flint he was engaged in the wholesale lumber business at Bay City, Michigan, and at the same time organized the Flint Lumber Co. of Flint, J. M. Hammond & Co. of Clinton, and the Lenawae Lumber Co. of Tecumseh, all in Michigan.

LOUIS W. HARMAN of Harman Bros., Onaway, Michigan, was born in Manhattan, Kansas, and has been in the coal business five years.

AUSTIN HARRINGTON, well-known retail coal merchant of Holland, Michigan, was born in Holland August 11, 1863, has been in the coal business twenty-five years, and is one of the substantial merchants in that territory. His son, Harry Harrington, has been in charge of the office for the past ten years. He was born May 28, 1890.

CHARLES VICTOR HARRIS, President Harris Lumber & Coal Co. of Ovid, Michigan, was born in 1871 at Mattoon, Illinois, and has been in the coal business for ten years.

C. H. HECK of C. H. Heck & Son, retail coal merchants of Ann Arbor, Michigan, was born November 21, 1861, at South Bend, Indiana, and has been in the coal business for over thirteen years. W. S. Heck has also been associated with this firm for the past ten years.

A. HEINKELMANN, President Marine City Lumber & Coal Co., Marine City, Michigan, was born October 6, 1862, in Marine City, and was associated with M. Sichen in the lumber and coal business from 1879 to 1913, when he bought the interest of the Sichen estate and organized his present company.

JOHN C. HICKS, retail coal merchant of St. Johns, Michigan, was born April 6, 1869, in St. Johns and has been in the coal business for over twenty-five years.

ALEXANDER H. HILLER, Manager of Home Lumber & Coal Co., Buchanan, Michigan, was born January 26, 1861, in Hudson, Michigan, and has been in the coal business two years. Previous to 1916 he was for twenty-four years in the United States Government service at Washington, D. C.

EDWARD D. HISCOCK of E. D. Hiscock & Son, well-known retail coal merchants of Ann Arbor, Michigan, was born November 20, 1856, at Ann Arbor, Michigan, and has been in the coal business for twenty-four years. This business was started by his father and Mr. Hiscock has now taken his son in partnership with him.

H. H. HOADLEY, retail coal merchant of Eau Claire, Michigan, was born September 3, 1872, in Ohio, and has been in the coal business for fifteen years.

F. W. HOWARD, Treasurer Belding Coal & Ice Co. of Belding, Michigan, was born November 26, 1852, at Windsor, Massachusetts, and has been in the coal business for six years.

SUMNER E. HOWE, retail coal merchant of Ypsilanti, Michigan, was born in 1859 in Shiawassee County, Michigan, and has been in the coal business for eight years. Two years ago he bought out the interest of the Ypsilanti Coal Co.

CLAUD H. JACKSON, proprietor C. H. Jackson Coal Co., Jackson, Michigan, was born in Jackson December 16, 1888, and has been in the coal business for four years.

GEORGE WILLIAM JAMIESON, retail coal merchant of Wayne, Michigan, was born June 4, 1863, and has been in the coal business for twenty-nine years.

JOSEPH LEON JELLIS, Manager of J. Jellis & Co., Flint, Michigan, was born in 1882 in Flint and has been in the retail coal business for four years.

WILLIAM A. JONES, Superintendent Banner Coal Co., Saginaw, Michigan, was born in Wales in 1846 and has been in the coal business sixty years. He was formerly connected with the Consolidated Coal Co. and the Robert Gage Coal Co.

HENRY A. KEIN, General Manager New Haven Lumber & Coal Co., New Haven, Michigan, was born March 2, 1876, in Roseville, Michigan, and has been in the coal business for fourteen years.

ALEX. P. KEMP, Managing Partner Kemp Bros. Coal Co., Sault Ste. Marie, Michigan, was born in Sault Ste. Marie May 12, 1874, and has been in the coal business twenty-three years. He was formerly connected with the George Kemp Coal Co.

HARRIE B. KENYON of the Kenyon Coal Co., Algonac, Michigan, was born at Detroit, Michigan, in 1883, and has been in the coal business for the last three years.

ELMER H. KINYON, retail coal merchant of Quincy, Michigan, was born February 9, 1844, at Syracuse, New York, and has been in the coal business for thirty-five years.

W. J. KIRKPATRICK, well known retail coal merchant at Battle Creek, Michigan, was born in Battle Creek October 11, 1865, and has been in the coal business for twenty-five years.

JAMES A. KITTS of McMillen & Kitts at Mt. Pleasant, Michigan, was born January 3, 1894, at Seymour, Indiana, and has been in the coal business for the last two years, succeeding his father, who retired recently.

WILLIAM A. KNAPP, retail coal merchant of Bay City, Michigan, was born in 1867 in Bay City and has been in the coal business for fifteen years. He is a stockholder in the Central Coal Mining Co., Robt. Gage Coal Co., Black Diamond Coal Co., Benton Coal Co. and Michigan Coal Co.

GEORGE LAMBERT, Manager of Lambert & Co., Lawton, Michigan, was born in England in 1857, and has been in the coal business for the last three years.

J. NEAL LAMOREAUX, retail coal merchant of Comstock Park, Michigan, was born May 3, 1889, in Comstock Park, and has been in the coal business for four years.

CHARLES W. LAPP, retail coal merchant of Richmond, Michigan, was born June 21, 1863, in Canada, and has been in the coal business for the last two years.

LLOYD R. LAWRENCE, retail coal merchant of Vicksburg, Michigan, was born February 1, 1878, at Battle Creek, Michigan, and has been in the coal business for twelve years.

CLYDE L. LAWSON, Secretary and Treasurer Lawson Lumber & Coal Co., Royal Oak, Michigan, was born in 1889 in Clawson, Michigan, and has been in the coal business for the past ten years.

EMIL LEE, owner of Emil Lee & Co., Laingsburg, Michigan, was born in Sciota Township March 22, 1882, and has been in the coal business eight years.

FRANK H. LESSELYONG, President Lesselyong Hardware Co., Ironwood, Michigan, was born June 5, 1863, at Appleton, Wisconsin, and has been in the coal business for twenty years. John A. Kennedy is Vice President and Edward F. Lesselyong is Secretary and Treasurer of the company.

MICHAEL PETER LESSELYONG, retail coal merchant of Ishpeming, Michigan, was born February 18, 1874, at Escanaba, Michigan, and has been in the coal business since 1898.

ELLSWORTH E. LONG, Manager Long, Cobb & Co., Olivet, Michigan, was born December 22, 1861, at Eaton Rapids, Michigan, and has been in the coal business for eleven years.

G. W. LUCE, Manager G. W. Luce & Co., Sturgis, Michigan, was born July 6, 1867, at Waterloo, Indiana, and has been in the retail coal business for six years. Before that he traveled for the Elmer Miller Coal Co. for four years.

JOHN C. MANN, a Director of the Peoples Fuel Co., Houghton, Michigan, was born September 11, 1868, at Louisville, Kentucky, and has been in the coal business for eight years.

CLARENCE D. MANSFIELD, Manager D. Mansfield & Co., Remus, Michigan, was born April 23, 1864, in Genesee County, New York, and has been in the coal business over twenty years.

ROY E. MATT, proprietor of the Cheboygan Coal & Dock Co., Cheboygan, Michigan, was born December 15, 1878, at Forester, Michigan, and has been in the coal business for ten years. He was formerly connected with the McArthur Dock in his city.

AUGUST G. MATTHES, Manager of Matthes Bros., retail coal merchants of Adrian, Michigan, was born October 10, 1869, in Adrian and has been in the coal business for fifteen years.

LOUIS C. McDOUGAL of McDougal & Young of Albion, Michigan, was born July 31, 1874, at Litchfield, Michigan, and has been in the coal business for eleven years for himself, and previous to that was with G. W. Perkins for seven years.

LEWIS McGEORGE of E. A. McGeorge & Son, Gladwin, Michigan, was born September 26, 1890, in Cass City, Michigan, and has been in the coal business six years. He is also interested in the West Branch Grain Co. and was formerly connected with the Cass City Grain Co.

GLAUDE J. McKAHN of the McKahn Fuel & Ice Co., Northville, Michigan, was born June 4, 1881, at Highland, Michigan, and has been in the coal business for three years.

FRED B. McKAY, retail coal merchant of Lowell, Michigan, was born October 24, 1868, at Grand Rapids, Michigan, and has been in the coal business for the last six years.

ERVIN E. McMILLEN of McMillen & Kitts, Mt. Pleasant, Michigan, was born July 15, 1884, and has been in the coal business for twelve years.

JOHN MEAGHER of the Meagher Coal Co., retail coal merchants of Lansing, Michigan, was born in Lansing in 1869 and has been in the coal business for twenty-five years.

NICHOLAS S. MEYERS, General Sales Agent of the Central West Coal Co., Menominee, Michigan, was born August 5, 1883, in Marinette, Wisconsin, and has been in the coal business five years. E. P. Smith is President and H. J. Gram is Secretary and Treasurer of the company.

HERBERT A. MILLARD, retail coal merchant of Hersey, Michigan, was born April 8, 1868, at Hillsdale, Michigan, and has been in the coal business for four years.

CLARENCE L. MILLER, President Miller, Ryder & Winterburn Co., Kalamazoo, Michigan, was born March 31, 1876, at Kalamazoo, and has been in the coal business for twenty-one years.

MASON S. MILLER, Secretary and Treasurer Miller, Ryder & Winterburn Co., Kalamazoo, Michigan, was born June 9, 1888, in Kalamazoo and has been in the coal business for five years. His father, Conrad Miller, founded the business thirty-four years ago, but is now retired and living in California.

JOHN H. MOEKE, Manager G. Moeke & Sons, retail coal merchants of Zeeland, Michigan, was born December 25, 1880, in Zeeland and has been in the coal business for five years. He has served as Chairman of the Zeeland Coal Dealers Association.

FRANK W. MOORE, retail coal merchant of Lansing, Michigan, was born September 9, 1851, in Chester, Massachusetts, and has been in the retail coal business since 1879, a total of thirty-nine years.

F. R. MORTON, proprietor of the F. R. Morton Coal Co., Colon, Michigan, was born in 1859 at Cincinnati, Ohio, and has been in the coal business for fifteen years. He was formerly connected with C. E. Baird Coal Co.

FRANK L. MUEHLENBECK, retail coal merchant of Saginaw, Michigan, was born October 30, 1868, in Germany and has been in the coal business for twelve years. He served as President of the Saginaw Retail Coal Dealers Association.

JOHN W. MUMA, retailer of Union City, Michigan, was born December 9, 1847, in Wales and has been in the coal business for nine years.

EUGENE D. NASH, Manager W. A. Nash & Son, Bravo, Michigan, was born August 25, 1888, at Bassett, Nebraska, and has been in the coal business for ten years.

WILSON NEELY of Neely Bros., Brooklyn, Michigan, was born in 1860 in Brooklyn and has been in the coal business for eight years. The firm is composed of Wilson Neely and Frank Neely, and they handle both coal and lumber.

WILLIAM F. NEHMER, retail coal merchant of Big Rapids, Michigan, was born in Germany, May 14, 1874, and has been in the coal business for fifteen years.

HUGH NESBITT, who handles coal at retail at Baraga, Michigan, was born May 8, 1859, in Canada.

ADDISON D. NEWMAN, retail coal merchant of Stanton, Michigan, was born December 4, 1872, in Mecosta County, and has been in the coal business for ten years.

ASA NEWMAN, well known retail coal merchant of Portland, Michigan, was born August 18, 1852, in Portland and has been in the coal business for over twenty years.

ALFRED E. NIEDERMEIN, Manager of H. Niedermein & Sons of Newport, Michigan, was born August 2, 1878, in Newport and has been in the coal business for the last fifteen years.

JACOB NIFFENEGGER, retail coal merchant of South Haven, Michigan, was born in Switzerland, June 7, 1865, and has been in the coal business for nine years.

JOHN F. NOUD, General Manager John F. Noud Co., South Haven, Michigan, was born September 29, 1876, at Manistee, Michigan, and has been in the coal business for over fifteen years. Mr. Noud is well known in the coal trade and is also Treasurer of the Frieze Fork Coal Mining Co.

WALLACE OBETS of the Belmont Mills & Elevator Co., Belmont, Michigan, was born in 1887 in Belmont and has been in the coal business for ten years.

P. J. O'BRIEN, retail coal merchant of Rochester, Michigan, was born January 17, 1875, in Oakland County, Michigan, and has been in the coal business for seventeen years.

G. EARL O'DELL, Manager Elkton Elevator Co., Elkton, Michigan, was born in 1881 in Canada, and has been in the coal business for fourteen years.

MILLARD D. OLDS, owner of the McArthur Dock, Cheboygan, Michigan, was born March 10, 1860, in Hartford, Michigan, and has been in the coal business for about ten years.

JOHN C. OTTO, retail coal merchant of Zilwaukee, Michigan, was born August 19, 1863, in Zilwaukee and has been in the coal business for fifteen years. Mr. Otto also has a yard at Carrollton, Michigan.

MARVIN J. PARDEE of M. J. Pardee Bros., Clinton, Michigan, was born in 1877 in Livingston County, Michigan, and has been in the coal business for twelve years. He also has a branch yard at Bridgewater, Michigan.

HARRIE R. PARISH, retail coal merchant of Allen, Michigan, was born March 2, 1870, in Allen, and has been in the coal business for thirteen years.

WILLIAM D. PARKER, retail coal merchant of New Baltimore, Michigan, was born in 1869 at Chesterfield, Michigan, and has been in the coal business for the last ten years.

H. PAULSEN, Manager Iron County Lumber & Fuel Co., Crystal Falls, Michigan, was born in Denmark March 19, 1873, and has been in the coal business for three years.

CHARLES GAGE PEER, well-known retail coal merchant of Flint, Michigan, was born March 14, 1868, in Genesee County, and has been in the retail coal business for fifteen years.

HOWARD W. PERRY, Vice President and Manager D. W. Hamilton Lumber & Coal Co., Saugatuck, Michigan, was born January 13, 1882, in Saugatuck and has been in the coal and lumber business for seven years. T. B. Dates is Secretary and Treasurer of the company.

J. L. PETERS, retail coal merchant of Colon, Michigan, was born in Colon December 7, 1885, and has been in the coal business for seven years.

JOHN VAN POPPELEN, Manager of Van Poppelen & Munley of Bay City, Michigan, was born in 1869 in the Netherlands, and has been in the coal business for fourteen years. He was formerly President of the Bay City Coal Exchange.

L. E. PUGH, retail coal merchant of Armada, Michigan, was born March 22, 1878, at Toledo, Iowa, and has been in the coal business for ten years. He was formerly connected with the Saline Lumber Co., Crete, Nebraska, for a number of years and previous to that was in the banking business.

ERNEST A. REMER, prominent retail coal merchant of Cedar Springs, Michigan, was born February 23, 1861, in Yates County, New York, and has been in the coal business for twenty-six years. Mr. Remer has also served as a Director of the Michigan-Ohio-Indiana Coal Association.

SYDNEY H. REYNOLDS, President Dundee Mercantile Co., Dundee, Michigan, was born in 1863 at Dundee and has been in the coal business for the past five years.

OTTO F. RICHTER, Manager and Treasurer of the Saginaw Ice & Coal Co., Saginaw, Michigan, was born November 24, 1863, in Saginaw and has been in the coal business over twenty-six years. He has served as President of the Saginaw Retail Coal Dealers Association. George B. Nobel is President of the company, Jos. W. Needham Vice President, and James H. Malcolm Secretary, all equal owners.

JOHN A. RIPSLINGER of Ripslinger Bros., Saginaw, Michigan, was born in Saginaw, July 31, 1874, and has been in the coal business over twenty years.

MARTIN RIPSLINGER of Ripslinger Bros., Saginaw, Michigan, was born February 11, 1872, in Mt. Clemens, Michigan, and has been in the coal business over twenty years.

JOHN ROACH, Manager Drinan, Roach & Co. of Muskegon, Michigan, was born December 9, 1881, and has been in the coal business for nine years. He was formerly connected with Otto Langkawel.

NATHANIEL ROBBINS, well-known retail coal merchant of Grand Haven, Michigan, has been in the coal and building material business for thirty-four years. He was born in Benton Harbor.

H. D. ROBERTS, Manager of H. D. Roberts & Co., Galion, Michigan, was born January 23, 1867, and has been in the coal business for fifteen years.

WM. H. L. ROHDE, retail coal merchant of Ann Arbor, Michigan, was born January 30, 1872, in Ann Arbor, and has been in the coal business since May 1, 1906. The business was established by his father, Louis Rohde, in 1878.

LOUIS E. SCHNORBACH, a member of the firm of Otto Langkawel & Co., Muskegon, Michigan, was born April 25, 1879, at Muskegon and has been in the coal business for the last three years.

HENRY W. SCHWANNECKE, proprietor of the Genesee Coal Co., Saginaw, Michigan, was born June 7, 1880, in Saginaw and has been in the coal business fourteen years. He has served as Secretary and Treasurer of the Saginaw Coal Dealers Exchange Mr. Schwannecke operates three retail yards and does a large business.

W. H. SEEDORFF, retail coal merchant of Battle Creek, Michigan, was born April 5, 1874, at Kalamazoo, Michigan, and has been in the coal business for seventeen years. Before going into the business for himself he was associated with F. A. Ward and W. A. Wattles.

EDGAR McMARTIN SERGEANT, retail coal merchant of Kalamazoo, Michigan, was born in 1877 in Kalamazoo and has been in the coal business for seven years. He has served as President of Kalamazoo Carbon Club.

W. H. SHELDON, proprietor of Sheldon Bros., Climax, Michigan, was born in Climax in 1860 and has been in the coal business for over thirty years, having erected the first coal sheds in Climax.

WILLIAM SIMPSON, retail coal merchant of Saginaw, Michigan, was born September 26, 1866, in Saginaw and has been in the coal business fifteen years.

EARLE BERRIDGE SLAWSON, retail coal merchant of Greenville, Michigan, was born in Greenville June 17, 1875, and has been in the coal business twelve years.

W. J. SLOSS of W. J. Sloss & Son, Big Rapids, Michigan, was born in 1856 at Dearborn, Michigan, and has been in the coal business for thirty-five years. R. W. Sloss is his partner.

ISAAC M. SMITH, retail coal merchant of Marcellus, Michigan, was born March 5, 1852, near Beaver Springs, Pennsylvania, and has been in the coal business for twenty-five years.

PERLEY M. SMITH, retail coal merchant of Alma, Michigan, was born in 1850 in Massachusetts and has been in the coal business for over thirty years.

WILLIAM H. SMITH, proprietor of the Constantine Lumber Co., Constantine, Michigan, was born October 5, 1864, at Milton, Pennsylvania, and has been in the business ten years.

CLAUDE R. SPARKS, Manager C. R. Sparks & Co. of Berrien Springs, Michigan, was born January 27, 1875, and has been in the coal business for fifteen years.

F. B. SPEAR, senior member of F. B. Spear & Sons, Marquette, Michigan, was born September 16, 1842, in Hamilton, New York, and has been in the coal business fifty-four years. Mr. Spear has the distinction of having brought the first anthracite, the first cargo of Pittsburgh coal, and the first cargo of Pocahontas coal to Marquette county.

FRED G. STEGGALL of the City Fuel & Supply Co., Bay City, Michigan, has been in the retail coal business for four years, and previous to that spent sixteen years with the Wenona Coal & Mining Co.

FRANK A. STEVENSON, prominent retail coal merchant of Adrian, Michigan, was born April 12, 1852, in Jordan, New York, and has been in the coal business thirty-eight years.

WILLIAM C. STERLING, senior member of W. C. Sterling & Sons, Monroe, Michigan, was born September 7, 1849, in Monroe, and has been in the coal business forty-nine years. This firm is the oldest coal concern in Michigan, having been started by J. M. Sterling in 1847, seventy-one years ago. Mr. Sterling was interested in the first sailing vessel plying between Monroe and Buffalo. He assisted in building the first railroad in Michigan between Monroe and Adrian and owned the first grain elevator in the state. There have been four generations of the Sterling family connected with the business. W. C. Sterling, senior, joined his father in 1867; W. C. Sterling, Jr., joined his father in 1892, and Joe C. Sterling, II., has been with the firm during the past year.

R. MARVIN STONE, Secretary-Treasurer Corlett-Stone Lumber Co., Three Rivers, Michigan, was born September 11, 1878, in Milford, Missouri, and has been in the coal business nine years.

C. E. STUART, Manager of Swartzmiller & Stuart of Chesaning, Michigan, was born July 2, 1864, in Michigan, and has been in the coal business for the past ten years.

WILLIAM F. SUMMERRILL of the W. F. Summerrill Coal Co., Benton Harbor, Michigan, was born September 17, 1861, in Kosciusko County, Indiana, and has been in the coal business for four years.

RICHARD C. SUPERNAW, General Manager Supernaw Produce & Fuel Co., East Jordan, Michigan, was born April 16, 1877, in Ellingburg, New York, and has been in the coal business for six years.

JAMES O. TAFT, retail coal merchant of Howell, Michigan, was born April 2, 1860, in Oceola, Livingston County, Michigan, and has been in the retail coal business thirty-six years.

WILLIAM P. THOMPSON, retail coal and lumber merchant of Augusta, Michigan, was born December 26, 1859, in New York State, and has been in the coal business for eighteen years.

E. J. TOUSIGNAT, retail coal merchant of Ontonagon, Michigan, was born November 14, 1885, in Canada, and has been in the coal business for five years. He was formerly with the M. Van Orden Co. of Houghton, Michigan.

FREDERICK C. TRAGER, retail coal merchant of Lansing, Michigan, was born April 21, 1872, at Bristol, Indiana, and has been in the retail coal business for ten years.

JOHN BARTON TROWBRIDGE, retail coal merchant of Frankfort, Michigan, was born December 14, 1865, at Evansville, Pennsylvania, and has been in the coal business fifteen years.

WILLIAM J. TUNSTEAD, retail coal merchant of Oxford, Michigan, was born March 17, 1840, at Brantford, Ontario, and has been in the retail coal business for thirty-eight years.

GEORGE R. TURNER, retail coal merchant of Sturgis, Michigan, was born June 29, 1857, and has been in the coal business eight years as successor to Joseph R. Cook, deceased.

JAMES ROBINSON TURNER, Sales Manager Reliance-Jellico Coal Sales Agency at Kalamazoo, Michigan, with a branch office at Wellston, Ohio, was born February 20, 1858, in Boone County, Kentucky, and has been in the coal business twenty-three years. Mr. Turner is a Director and stockholder in the Vinton Mining Co., McArthur, Ohio.

EZRA R. TYLER, well known retail coal merchant of Saugatuck, Michigan, was born in 1842 in Rochester, New York, and has been in the coal business for over twenty-one years.

LEWIS C. UPSON, President Belding Coal & Ice Co., Belding, Michigan, was born April 11, 1869, at Otsego, Michigan, and has been in the coal business for ten years.

C. W. UPTON, retail coal merchant of Rochester, Michigan, was born August 4, 1862, at Utica, Michigan, and has been in the coal business for the past twelve years.

CORNELIUS VANDELAARE of the Kalamazoo Ice & Fuel Co., Kalamazoo, Michigan, was born January 23, 1886, and has been in the coal business for twelve years. He was with his father before selling out to the present company.

AUGUSTUS B. VAN DE MARK, Manager A. B. Van DeMark & Co., Clinton, Michigan, was born March 28, 1842, in Phelps, New York, and has sold and handled coal for forty-seven years. He sold the first anthracite that was ever shipped into his city for domestic use.

FRANK L. VAN ORDEN, Vice President and General Manager The M. Van Orden Co., Houghton, Michigan, for eighteen years followed mining engineering and for the last three years has been actively engaged in looking after his father's company.

MATHEW VAN ORDEN, President The M. Van Orden Co., Houghton, Michigan, was born October 28, 1845, in New York City, and has been actively engaged in the coal and building supply business for more than forty-five years.

RICHARD VINCENT, Secretary and Manager of The Peoples Fuel Co., Calumet, Michigan, was born June 5, 1872, at Hancock, Michigan, and has been in the coal business for over twenty-two years.

HARRY G. WARD, President Ward Lumber & Coal Co., Big Rapids, Michigan, was born August 30, 1860, at Holland Patent, New York, and has been in the coal business for twelve years. H. J. Ward is Vice President and F. M. Ward Secretary and Treasurer.

LOUIS D. WALLACE, President and Manager John Wallace Sons Co., St. Joseph, Michigan, was born in 1864 at Chicago and has been in the coal business for over thirty years.

ALBERT M. WATSON, Manager of Huckleberry & Watson, Cadillac, Michigan, was born January 13, 1883, at Spring Lake, Michigan, and has been in the coal business for twelve years. The firm is composed of Edwin Watson and Albert M. Watson.

LEE WATSON, Secretary and Manager of Crawford & Co., coal merchants of Breckenridge, Michigan, has been in the coal business for eighteen years.

JOHN NELSON WEAVER, senior member of Weaver & Watkins, Milford, Michigan, was born April 4, 1844, at Green Oak, Michigan, and has been in the coal business for thirty-one years. This firm has continued without a change for forty years.

L. J. WEBER, Manager Corlett-Stone Lumber Co., Centerville, Michigan, was born October 21, 1883, in St. Joseph County, Michigan, and has been in the coal business for the past two years.

NORMAN W. WELLS of the Consumers Fuel Co., Petoskey, Michigan, was born October 23, 1882, at Boston, Massachusetts, and has been in the coal business for five years. He is also Manager of the Petoskey & Bay Shore Gas Co.

E. ARTHUR WESTON, retail coal merchant of Traverse City, Michigan, was born June 10, 1870, at Jefferson County, New York, and has been in the coal business for ten years.

JAS. A. WHITE of the City Fuel & Supply Co., Bay City, Michigan, was born January 30, 1883, at Detroit, Michigan, and has been in the coal business for eight years.

H. W. WIDDIFIELD, retail coal merchant of Charlevoix, Michigan, was born in 1859 in Ontario, Canada, and has been in the coal business for twelve years.

R. M. WIEGANDT, proprietor of West Side Fuel Co., Lansing, Michigan, was born December 23, 1879, at Rogers City, Michigan, and has been in the coal business for two years.

ARTHUR S. WILLIAMS, Manager A. S. Williams & Co., Bay City, Michigan, was born July 13, 1880, at Bay City, and has been in the coal business for eighteen years. He has served as President of the Bay City Coal Exchange for two years.

FREDERICK I. WILLIAMS, Manager F. I. Williams & Son, North Adams, Michigan, was born July 21, 1866, and has been in the coal business for ten years. Howard A. Williams is junior member of the firm, having been born February 20, 1893.

DANIEL T. WILSON, Manager of D. T. Wilson Fuel, Feed & Seed Co., Battle Creek, Michigan, was born April 22, 1862, in Greenville, Michigan, and has been in the coal business seven years.

SAMUEL M. WINNE, retail coal merchant of Petoskey, Michigan, was born in 1854 in Otsego, New York, and has been in business twenty years.

ALBERT F. WOODHAMS, President Woodhams Toland Co., Kalamazoo, Michigan, was born June 28, 1848, in Kalamazoo and has been in the coal business since 1892 with the exception of six years. He has served as Vice President of the Michigan Retail Coal Dealers' Association and has also been President of the Kalamazoo Carbon Club.

WILLIAM R. WITHWELL, President The Sunfield Lumber Co., Sunfield, Michigan, was born January 23, 1857, in Rochester, New York, and has been in the coal business five years.

EMERSON SCOTT WOODS, Manager H. J. Woods & Sons, Plymouth, Michigan, was born June 9, 1888, at Pinnebog, Michigan, and has been in the coal business five years.

D. L. WORTHINGTON, retail coal merchant of Mendon, Michigan, was born May 16, 1859, and has been in the coal business for ten years.

A. E. YOUNG, retail coal merchant of Ravenna, Michigan, was born March 31, 1886, in Ravenna, and has been in the coal business for the past ten years.

V. F. YOUNGS, retail coal merchant of Jackson, Michigan, was born in 1856 in Hillsdale County, Michigan, and has been in the coal business for twelve years.

H. P. ZWEMER, retail coal merchant of Holland, Michigan, was born at Saugatuck December 14, 1874, and has been in the coal business for sixteen years. He has served as President of the Coal Association of Holland.

MINNESOTA

ALTHOUGH Minnesota produces no coal within its borders its geographic position as the gateway to the great Northwest and its rich iron ore deposits—the utilization of which are, as a practical economic proposition, so closely interwoven with and dependent upon the movement of coal to the Head of the Lakes—give it an importance that robs its modest per capita and square mile consumption statistics of much of their significance. Stretching to the north, the west and, to a considerable extent, to the south is a broad area, largely agricultural, but dotted with well-known towns and cities, where the climatic conditions throughout the winter and during the spring and fall demand a heavy consumption of fuel for household comfort. To a large degree this necessity in normal times is supplied by coal from the Pennsylvania anthracite and eastern bituminous fields and by far the major portion of this tonnage is ex-lake, flowing through the magnificent docks at Duluth, Minnesota, and Superior, Wisconsin. The vessels that bring this tonnage up the lakes from the lower Lake Erie ports receive return loadings of ore and grain.

If state lines may be overlooked and Superior considered, as it is in actual commercial practice, a part of Minnesota, the docks at the Twin Ports offer the coal shipper in the East a combined storage capacity of approximately 11,000,000 tons. Figures published in "The Retail Coalman" in March, 1918, showed that the principal docks at Duluth had an aggregate storage capacity sufficient to take care of 330,000 tons of anthracite and 4,239,000 tons of bituminous coal, and that the aggregate storage capacity of the Superior docks was 767,000 tons of anthracite and 5,502,000 tons of bituminous coal. Government statistics for 1915, 1916 and 1917 show the following receipts during the season of navigation; 1915—anthracite, 1,687,726 tons; bituminous coal, 6,656,237 tons; 1916—anthracite, 1,413,713 tons; bituminous coal, 8,171,524 tons; 1917—anthracite, 1,823,799 tons; bituminous coal, 9,238,784 tons. During the same period the combined anthracite and bituminous shipments from Duluth and Superior to interior points were as follows: 1915, 251,842 carloads; 1916, 312,845 carloads; 1917, 267,067 carloads. While chief reliance is placed upon the movement of ex-lake fuel from the East it is not to be inferred that the Northwest is blind to the coal-producing states lying nearer home. The contrary is true. Minnesota has drawn heavily upon Illinois and Indiana—and particularly the former state—for fuel, and Minnesota business has been sought with eagerness by operators in the states named. The Twin Cities industrial district in particular and the territory lying south and west of that district in general have been bitter battle grounds in the struggle for supremacy between all-rail coal moving from the Illinois mines and Eastern coal moving through the docks at the Head of the Lakes. Last year the combined Illinois and Indiana commercial tonnage placed in the Twin Cities district reached 889,654 tons, while shipments into the state as a whole aggregated 1,838,734 tons.

In 1915 the per capita consumption in Minnesota was 3.22 tons (2.48 tons bituminous coal and .74 ton anthracite). Consumption per square mile was 89 tons. The total consumption for the state was 7,506,568 tons, of which 1,670,000 tons were Pennsylvania anthracite and 5,836,568 tons bituminous coal. Of the total bituminous consumption, 3,793,000 tons, or nearly 65 per cent, was ex-lake coal. Illinois mines ranked next in importance, furnishing 1,334,330 tons. Contributions from other coal producing states were as follows: Arkansas, 5,372 tons; Indiana, 72,934; Iowa, 12,557; Kentucky, 345,333; Ohio, 65,094; Pennsylvania, 120,244; Virginia, 47,000; West Virginia, 40,704 tons. These figures, of course, are for all-rail movement and exclude the ex-lake fuel coming from Pennsylvania, West Virginia and Ohio.

FLOUR CITY FUEL & TRANSFER CO.,

Minneapolis, Minn.

Twenty years ago J. D. Ekstrum, who for three years had served honorably as sergeant of police at Minneapolis, Minnesota, and who had amassed as savings the modest capital of $100, determined to enter business for himself. With N. L. Johnson as a partner this little capital was invested in a supply of cordwood and

J. D. EKSTRUM,
President Flour City Fuel & Transfer Co.,
Minneapolis, Minnesota.

thus began the history of the Flour City Fuel & Transfer Co., which now has a capital of $300,000 and is one of the notable successes in the retail coal trade of America. Mr. Ekstrum attributes this success in great measure to the sincere endeavors of the company to please every patron. This of course involved much hard work. The demands of the people had to be studied and when determined prompt delivery and other factors entered into the problems of the growing concern. The company was incorporated with a capital of $100,000 in 1911 and this was increased to $300,000 in 1915.

The activities of the company broadened rapidly through the twenty years which measure its distinctive career. Wholesale and retail coal and wood comprise but one of its activities. Fireproof storage facilities constitute one of its great achievements. The company is at present operating about sixteen offices and eight yards in Minneapolis. In its coal department it uses about thirty trucks and sixty teams. Nearly 200,000 tons of coal are distributed annually in the company's retail business at Minneapolis. Its wholesale and jobbing trade exceeds 100,000 tons annually.

The officers of the Flour City Fuel & Transfer Co. include the following: J. D. Ekstrum, President and General Manager; N. L. Johnson, Treasurer and Assistant General Manager; F. Warde Smith, Vice President and Manager Sales; John Olson, Vice President; H. E. Johnson, Secretary; A. J. Huotte, Assistant Secretary and Credit Manager; August Kallberg, Superintendent of Garage and Automobile Department; A. F. Nelson, Superintendent of Yards; C. E. Ekstrum, Superintendent of Shops and Equipment.

Mr. F. Warde Smith, Sales Manager, has been connected with the company only four years but in that time has materially increased the tonnage and is considered one of the best sales managers in the city.

Mr. N. L. Johnson, Treasurer, is also Treasurer and Manager of the Powers Fuel, Transfer & Storage Co.

Mr. John Olson, Vice President of the company, is not active in the coal business but is interested from an investment point of view.

The main office of the company is located at 40 West Lake Street, Minneapolis.

WILLIAM FRANKLIN ALDENDERFER, Minneapolis, North Western Sales Agent Lehigh Valley Coal Sales Co., Minneapolis, Minnesota, was born August 22, 1872, in Dakota, Illinois, and has been in the coal business twenty-two years. Before being promoted to his present position Mr. Aldenderfer served as Chief Clerk of the Lehigh Valley Coal Co. at St. Paul, and previously as Cashier of the Lehigh Valley Coal Co. at Chicago.

TRUMAN H. CLARK, Minneapolis, Minnesota, North Western Sales Manager of Berwind Fuel Co., Plymouth Building, Minneapolis, Minnesota, was born October 12, 1887, in St. Paul, Minnesota, and has been in the coal business four years. Before entering the coal business Mr. Clark was with the North Western Railroad.

ARCH COLEMAN, Minneapolis, Minnesota, President City Fuel Co., McKnight Building, Minneapolis, Minnesota, is one of the progressive retail coal merchants of the Northwest. He was born May 29, 1877, in Detroit, Michigan, and has been in the coal business since November 13, 1896. Mr. Coleman is highly respected and has an unusally large number of warm friends in the coal trade. He served as Imperial Modoc of the Order KoKoal and has held numerous other positions of honor in the trade. Before organizing his present company he was connected with the Pioneer Fuel Co., The Weaver Coal & Coke Co., and The St. Paul & Western Coal Co.

HARRIS P. GAGNON, Minneapolis, Minnesota, Vice President The Elliott Fuel Co., 120 South Fifth St., Minneapolis, Minnesota, was born January 24, 1878, at Marinette, Wisconsin, and has been in the coal business for seventeen years. He was formerly with the Pittsburgh Coal Co. and the North Western Fuel Co. Mr. Gagnon has served as chairman of the improvement committee of Minneapolis and St. Paul track dealers.

I. C. CUVELLIER, Minneapolis, Minnesota,
Editor and publisher of the "Coal Dealer," Lumber Exchange, Minneapolis, Minnesota, was born July 5, 1860, in Holland. Mr. Cuvellier was connected with the W. W. Cargill Co. in the retail coal business twenty-two years and established his paper for the coal dealers of the Northwest thirteen years ago. He is a man who has the courage of his convictions and has many warm friends throughout the Northwest.

WILLIAM RICHARD CUVELLIER, Minneapolis, Minnesota,
Assistant Manager of the "Coal Dealer," Lumber Exchange, Minneapolis, Minnesota, was born in 1888 at La Crosse, Wisconsin, and has been associated with his father in publication of the "Coal Dealer" for the past eleven years.

WILLIAM H. GODWIN, Minneapolis, Minnesota,
Manager of Sales of the Carnegie Dock & Fuel Co., First National-Soo Line Building, Minneapolis, Minnesota, was born July 25, 1868, at Montreal, Canada, and has been in the coal business for twenty years. Mr. Godwin was formerly connected with the Ohio Coal Co., The Pittsburgh Coal Co., the Clarkson Coal & Dock Co., and the Berwind Fuel Co.

WILLIAM P. HALLOWELL, Minneapolis, Minnesota,
Vice President and Treasurer of the Holmes & Hallowell Co., Plymouth Building, Minneapolis, Minnesota, was born November 30, 1863, at Germantown, Pennsylvania, and has been in the coal business for thirty years. Before organizing his present company Mr. Hallowell was formerly connected with the North Western Fuel Co., H. W. Armstrong Co., Youghiogheny & Lehigh Coal Co., and the Holmes & McCaughy Coal Co.

HERBERT L. LAIRD, Minneapolis, Minnesota,
Secretary and Treasurer North Western Traffic and Service Bureau, Minneapolis, Minnesota, was born January 19, 1871, in Colo, Iowa, and has been connected with the coal trade twelve years, as Secretary of the Iowa and Nebraska Coal Dealers' Association and of the North Western Retail Coal Dealers' Association, which three years ago was merged into the North Western Traffic and Service Bureau. Mr. Laird is popular in the trade. He was for a number of years engaged in an official capacity in railroad work.

GARDINER H. REEVES, Minneapolis, Minnesota,
President The Reeves Coal Co., Minneapolis, Minnesota, was born January 27, 1863, in Bradford, Maine, and has been in the coal business twenty-eight years. Mr. Reeves has a wide acquaintance in the coal trade of the Northwest, having formerly been connected with the Lehigh Valley Coal Co. and later for several years Secretary and Treasurer of the North Western Retail Coal Dealers' Association.

JOHN H. SESSIONS, Minneapolis, Minnesota,
North Western Sales Agent of the Philadelphia & Reading Coal & Iron Co. at Minneapolis, Minnesota, was born November 6, 1848, at Randolph, Vermont, and has been in the coal business for twenty-five years. Mr. Sessions is one of the best known and most highly respected coal men in the Northwest.

CHARLES L. SWAIN, Minneapolis, Minnesota,
President and Treasurer Swain-Farmer Co., Minneapolis, was born November 20, 1870, in Northfield, Minnesota, and has been in the coal business for twenty-five years. Mr. Swain was formerly with H. L. Swain & Co. and the Swain Fuel & Transfer Co., before organizing his present concern. He started in a small way and has been successful in building up a splendid retail business.

WORRELL CLARKSON, St. Paul, Minnesota, President Clarkson Coal & Dock Co., President Clarkson Coal Mining Co., and President Peoples Coal & Ice Co., St. Paul, Minnesota, was born February 12, 1870, in Middletown, Delaware, and has been in the coal business twenty-seven years. Mr. Clarkson is one of the well-known and progressive coal men in the Northwest. He was formerly in the retail business at Duluth and later with the Lehigh Valley Coal Co., before forming his present company, which has enjoyed a most successful growth.

EDWARD NELSON SAUNDERS, JR., St. Paul, Minnesota, President North Western Fuel Co., St. Paul, Minnesota, was born July 15, 1877, at St. Paul, and has been in the coal business for the past eighteen years. Mr. Saunders is the head of one of the most important dock companies in the Northwest, and is also interested in the Lorain Coal & Dock Co., and the Spring Valley Coal Co.

HENRY EDWIN SMITH, St. Paul, Minnesota, Vice President of the M. A. Hanna Coal & Dock Co., St. Paul, Minnesota, was born in November, 1868, at St. Paul, and has been in the coal business for the past thirty years. Mr. Smith is one of the best known coal men in the Northwest and was formerly connected with the North Western Fuel Co. He has served as President of North Western Coal Dock Operators Association and on the advisory board of the National Coal Association.

WILLIAM WALLACE CHAPMAN, Minneapolis, Minnesota, President North West Coal Supply Co., Plymouth Building, Minneapolis, Minnesota, was born April 5, 1865, at Tama City, Iowa, and has been in the coal business a quarter of a century. Mr. Chapman has a wide acquaintance in the coal trade through the Northwest. He was formerly with the Ohio Coal Co., The Lehigh Valley Coal Co. and the Pittsburgh Coal Co.

JAMES ATKINSON FERGUSON, Duluth, Minnesota, Northern Sales Agent Pittsburgh Coal Co., Duluth, Minnesota, was born October 29, 1857, in New Brunswick, Canada, and has been in the coal business thirty-three years. Mr. Ferguson was President of the Pioneer Fuel Co. during its early connection with the Pittsburgh Coal Co., and at that time became Northern Sales Agent of the latter company with offices at Duluth, covering the territories of Northwest Wisconsin, Northern Minnesota and Western Canada.

FRED EUGENE WOLVIN, Duluth, Minnesota, Sales Agent and Manager Local Agency, Carnegie Dock & Fuel Co., Duluth, Minnesota, was born August 28, 1890, at Duluth, Minnesota, and has been in the coal business for two years. Mr. Wolvin is one of the progressive younger coal men at the Head of the Lakes.

MINNESOTA—Minneapolis

BARNEY ANDERSEN, proprietor Barney Andersen Co., retail coal merchants of Minneapolis, Minnesota, was born June 4, 1868, in Norway, and has been in the coal business for twenty-two years. He has held the office of Treasurer, Vice President and President of the Minneapolis Retail Coal Dealers Association. He is a member of several fraternal organizations and has served as County Commissioner of Hennepin County, Minnesota.

RUDOLPH S. N. BLOCK, North Western Sales Agent Big Creek Colliery Co., Minneapolis, Minnesota, was born February 4, 1887, in Manistee, Michigan, and has been in the coal business ten years. He was formerly connected with the National Mining Co. and the Harrisburg Southern Coal Co.

HERBERT WALTON BROWER, Representative of the Chicago, Wilmington & Franklin Coal Co., in charge of the Minneapolis office, was born March 22, 1873, in Rochester, New York, and has been in the coal business eighteen years. He was formerly connected with the Lehigh Valley Coal Co., Williams & Peters, and the Pennsylvania Coal & Supply Co.

THOMAS V. COLLINS, Resident Manager M. A. Hanna Coal & Dock Co., Minneapolis, Minnesota, was born February 14, 1872, at Worthington, Iowa, and has been in the coal business for twenty-five years. Mr. Collins has a large personal acquaintance and many warm friends in the coal trade. He was formerly connected with the Silver Creek & Morris Coal Co., Philadelphia & Reading Coal & Iron Co., and the S. C. Schenck Co.

THOMAS F. DANAHER, Salesman for the Chicago, Wilmington & Franklin Coal Co. at Minneapolis, Minnesota, was born August 30, 1885, at White Lake, South Dakota, and has been in the coal business for three years. He was formerly with the Clarkson Coal & Dock Co.

J. D. EKSTRUM, President and General Manager Flour City Fuel & Transfer Co., 40 West Lake St., Minneapolis, Minnesota, was born September 14, 1873, in Sweden, and has been in the coal business twenty years.

ARNOLD V. FICKEL, Salesman for the Taylor Coal Co., 2728 Bloomington Ave., Minneapolis, Minnesota, was born December 25, 1887, at Minneapolis, and has been in the coal business for sixteen years. He was formerly connected with the M. A. Hanna Coal Co., Pittsburgh Coal Co., and the Pittsburgh & Ashland Coal & Dock Co.

MORRIS P. HANSON, Sales Agent The C. Reiss Coal Co., Minneapolis, Minnesota, was born May 8, 1866, in Denmark, and has been in the coal business for nineteen years.

WILLIAM T. HOPKINS, Manager of Sales of the Swain-Farmer Coal Co., Minneapolis, Minnesota, was born August 7, 1879, at Stratford, Ontario, and has been in the coal business for seventeen years. He was formerly connected with the Jones & Adams Co., St. Paul & Western Coal Co., and the City Fuel Co., and is very popular in trade circles.

ANTHONY J. HUOTTE, Assistant Secretary and Credit Manager Flour City Fuel & Transfer Co., Minneapolis, Minnesota, was born December 25, 1876, in Chippewa Falls, Wisconsin, and has been in the coal business twenty-four years. He was formerly connected with the Ohio Coal Co. and the C. Reiss Coal Co.

HENRY ERNST JOHNSON, Secretary Flour City Fuel & Transfer Co., 3700 Blaisdell Ave., Minneapolis, Minnesota, was born September 22, 1882, at Waseca County, Minnesota, and has been in the coal business for the last seven years.

N. L. JOHNSON, Treasurer and Assistant General Manager of the Flour City Fuel & Transfer Co., 3221 Pillsbury St., Minneapolis, Minnesota, was born March 13, 1873, in Sweden, and has been in the coal business for the last eighteen years.

EDWARD STILLMAN KENDRICK, JR., President Kendrick Coal & Dock Co., Chamber of Commerce Building, Minneapolis, Minnesota, was born April 12, 1886, in New York City, and has been in the coal business twelve years. He was formerly Sales Manager for the Berwind Fuel Co. of Minneapolis, Minnesota.

EDGAR W. KLINE, a salesman of the Reliance Coal Co., Minneapolis, Minnesota, was born October 30, 1880, at Byron, Illinois, and has been in the coal business for the last twenty years. He was formerly with the Lehigh Valley Coal Co., The S. C. Schenck Coal Co., and the Carnegie Dock & Fuel Co. of Minneapolis.

OLIVER J. MESSER, proprietor Plymouth Fuel & Lumber Co., Minneapolis, Minnesota, was born in Ohio and has been in the coal business for nearly twenty years.

OSCAR H. OLSEN, Resident Manager The Northern Coal & Dock Co., Minneapolis, Minnesota, was born March 30, 1885, at Minneapolis, and has been in the coal business for fifteen years. Mr. Olsen was formerly connected with the Sunday Creek Co. and the Pittsburgh Coal Co.

JAMES R. PHILLIPS, North Western Sales Agent C. M. Moderwell & Co., Minneapolis, Minnesota, was born August 16, 1876, at Carson City, Nevada, and has been in the coal business for the past nineteen years. He was formerly connected with the Holmes & Hallowell Co. and the Clark Coal & Coke Co.

ERNEST C. PRATT, member of firm of Pratt Bros. and General Manager of Reliance Coal Co., Minneapolis, Minnesota, was born June 1, 1869, in Minneapolis, and has been in the coal business thirteen years. Mr. Pratt is also President of the Dakota Coal Co., Director of the Western Coal & Coke Co. of Montana, and Secretary and a Director of the Nason Coal Co., Chicago, and was formerly connected with the Zeigler Coal Co., Ziegler District Colliery Co., and the Purity Coal Co. Before that he was for four years editor of the "Black Diamond."

GEORGE H. ROSENQUIST, proprietor of the G. H. Rosenquist Fuel & Transfer Co., Minneapolis, Minnesota, was born April 11, 1876, at Minneapolis, and has been in the coal business for eighteen years.

ARTHUR WILLIAM SAUNDERS, General Agent for Minneapolis of the North Western Fuel Co., was born January 4, 1881, at Cleveland, Ohio, and has been in the coal business with this company for thirteen years.

R. W. C. SHULL, Treasurer J. & W. C. Shull, Minneapolis, Minnesota, was born January 7, 1886, in Sac City, Iowa, and has been in the coal business ten years. This company is one of the largest owners of retail coal and lumber yards in the Northwest.

F. WARDE SMITH, Vice President and Manager Sales Flour City Fuel & Transfer Co., 40 West Lake St., Minneapolis, Minnesota, was born August 17, 1880, in Kokomo, Indiana, and has been in the coal business eleven years. Mr. Smith was formerly connected with the Berwind Fuel Co. and the Clarkson Coal & Dock Co.

WALTER E. STILL, Sales Agent Zenith Furnace Co., Minneapolis, Minnesota, was born June 25, 1879, in Chicago, Illinois, and has been in the coal business fourteen years. He was formerly with Coxe Bros. & Co.

E. Q. STONE, retail coal merchant, Minneapolis, Minnesota, was born May 22, 1854, in Vermont and has been in the coal business for thirty-five years. Mr. Stone served for three years as President of the Minneapolis Fuel Dealers Association and one year as a Director of the North Western Retail Coal Dealers Association.

FRANK K. SULLIVAN, President and Treasurer Sullivan Coal Co., Minneapolis, Minnesota, was born April 6, 1866, at Ulster, Pennsylvania, and has been in the coal business for thirty years. Mr. Sullivan was for ten years with the Taylor Coal Co. of Minneapolis and then engaged in business for himself which has enjoyed a steady growth. Mr. Sullivan has always taken an active interest in association work and was President of the local association for several years and has been a Director of the North Western Retail Coal Dealers Association.

DELMAR AUGUSTUS TURNER, Salesman Chicago, Wilmington & Franklin Coal Co., 1025 6th Ave., South, Minneapolis, Minnesota, was born November 3, 1896, in New York City and has been in the coal business for the past two years.

W. R. TUTTLE, Secretary Tuttle Coal Co., Minneapolis, Minnesota, was born July 13, 1881, in Hastings, Minnesota, and has been in the coal business ten years. He was formerly connected with the Berwind Fuel Co.

MINNESOTA—St. Paul

SYLVESTER BRAND, well-known retail coal merchant of St. Paul, Minnesota, was born January 31, 1857, and has been in the coal business for the past thirty-three years. Mr. Brand has served as President of the St. Paul Retail Coal Dealers Association for several years.

RICHARD A. CARRINGTON, Superintendent of Yards North Western Fuel Co., St. Paul, Minnesota, was born at Richmond, Virginia, and has been in the coal business thirty-five years.

FRED J. CROPSEY, Agent Carnegie Dock & Fuel Co., St. Paul, Minnesota, was born October 27, 1869, at Elgin, Illinois, and has been in the coal business for twenty-nine years. He was formerly connected with the Pioneer Fuel Co. and the Pittsburgh Coal Co.

GEORGE A. DORAN, part owner F. B. Doran & Co., 2d and Wabasha Sts., St. Paul, Minnesota, was born August 18, 1867, in McHenry County, Illinois, and has been in the coal business since 1888. This business was started in 1881 by F. B. Doran, who died in 1914. It is now conducted by George A. and his brother, C. B. Doran.

RAY C. EVERSON, Resident Manager Pittsburgh Coal Co., St. Paul, Minnesota, was born October 13, 1891, at Minneapolis, Minnesota, and has been in the coal business for the past ten years, the entire time with this company.

FULLER W. FOOSHE, Secretary Citizens Ice & Fuel Co., St. Paul, Minnesota, was born January 29, 1875, in Coronaca, South Carolina. Mr. Fooshe has been in the coal business for the past eleven years.

BENJAMIN GORHAM, Vice President and General Sales Agent of the North Western Fuel Co., St. Paul, Minnesota, was born July 8, 1872, at Austin, Minnesota, and has been in the coal business for the past thirty years.

DONALD A. HUTCHISON, Local Manager Great Lakes Coal & Dock Co., St. Paul, Minnesota, was born August 27, 1882, at Montreal, Canada, and has been in the coal business for sixteen years. He was formerly with the Holmes & Hallowell Co., The Vanderwarker Coal Co., and the Citizens Ice & Fuel Co.

ALBERT JOHN NASON, President Nokomis Coal Co. and Secretary and Treasurer of the Osage Coal Co., 502 Peoples Bank Building, St. Paul, Minnesota, was born June 1, 1878, in Smithfield, Pennsylvania, and has been in the coal business over ten years.

MINNESOTA—Duluth

A. J. ANDERSON, retail coal merchant of Duluth, Minnesota, was born June 16, 1863, in Sweden and has been in the coal business for twenty-five years.

ALBERT E. BOTSFORD, Superintendent of the M. A. Hanna Coal & Dock Co., Duluth, Minnesota, was born in 1859 at Madison, Wisconsin, and has been in the coal business for over thirty-five years. He was formerly connected with the Pioneer Fuel Co. and the Pittsburgh Coal Co.

A. C. JONES, Director of the North Western Fuel Co., Duluth, Minnesota, was born January 11, 1845, in St. Louis, Missouri, and has been in the coal business for forty-three years, the entire time with this organization. Mr. Jones is also Vice President of the Stott Briquet Co.

HENRY W. NICHOLS, Manager North Land Coal Co., Duluth, Minnesota, was born March 18, 1870, in New Lisbon, Wisconsin, and has been in the coal business fifteen years.

EDWARD P. RADFORD, Secretary and Purchasing Agent Northern Lumber & Coal Co., Duluth, Minnesota, was born July 5, 1891, in Oshkosh, Wisconsin, and has been in the coal business six years. He is also interested in the Radford & Wright Co. of Duluth, Oshkosh and Winnipeg, the Home Lumber Yards of Winnipeg and the Bertram-Wright Lumber Co. of Minneapolis, and was formerly connected with the Pittsburgh Coal Co. and the Hibbing Lumber Co.

AXEL P. WICK, Vice President and Treasurer of Wick Bros., Duluth, Minnesota, was born November 20, 1882, at Peshtigo, Wisconsin, and has been in the coal business for five years.

FRED W. YOUNG, Vice President Clarkson Coal & Dock Co. at Duluth, Minnesota, was born in 1876 at River Falls, Wisconsin, and has been in the coal business for the last eleven years.

MINNESOTA

O. M. BOTSFORD, President Botsford Lumber Co. of Winona, Minnesota, was born March 18, 1863, in Lake County, Illinois, and has been in the coal business for thirty-nine years. Mr. Botsford is one of the best known and most popular coal men in the Northwest. He was formerly connected with the Laird-Norton Co.

CHAS. BROWN, retail coal merchant of Red Wing, Minnesota, was born July 12, 1868, in Red Wing, and has been in the coal business for over twenty years.

JOHN WM. CAMPBELL, retail coal merchant of Fergus Falls, Minnesota, was born March 18, 1871, at Clyde, Minnesota, and has been in the coal business for seven years.

RALPH PETTIBONE CRANE, General Manager Crane Lumber Co., Austin, Minnesota, was born April 21, 1887, in Austin, Minnesota, and has been in the coal business ten years.

I. L. DEMARAY of Demaray & Munce, Pipestone, Minnesota, was born November 10, 1882, in Le Mars, Iowa, and has been in the coal and grain business for twelve years. He was for two years Secretary of the Minnesota Farmers Grain Dealers Association.

J. H. DREDGE of White & Dredge, Amboy, Minnesota, was born in Wisconsin, and has been in the coal business for twenty-five years.

FRANK A. ENGEL, retail coal merchant of Hastings, Minnesota, was born October 29, 1870, at Hastings and has been in the coal business for twenty-three years.

JOHN F. FAIRBANKS, veteran retail coal merchant of Austin, Minnesota, was born July 25, 1857, in Iowa and has been in the coal business for thirty-four years.

SAM K. FOWLER, retail merchant of Mankato, Minnesota, was born at Chatham, New Brunswick, Canada, and has been in the coal business for four years.

MATH HABERER, retailer of Alexandria, Minnesota, was born June 25, 1858, in Germany, and has been in the coal business for twenty years, ever since coal has been sold in his town.

GEO. S. HAGE, Secretary and General Manager S. Hage Lumber Co., Madelia, Minnesota, was born June 14, 1876 at Madelia and has been in the coal business for over twenty-five years.

JOHN E. HENNESSY, President J. E. Hennessy & Co., Excelsior, Minnesota, was born July 27, 1867, at Winona, Minnesota, and has been in the coal business for twenty-six years.

WILLIAM L. IRELAND, retail coal merchant of Crookston, Minnesota, was born December 23, 1879, at Chesley, Ontario, and has been in the coal business for the past four years.

JOHN J. KILTY, retail coal merchant of Stillwater, Minnesota, was born October 28, 1861, in Ireland, and has been in the coal business over thirty years.

JOHN LARSON, retail coal merchant of Brainerd, Minnesota, was born October 24, 1856, in Denmark, and has been in the coal business for twenty-eight years, and is the pioneer coal merchant of Brainerd.

N. S. NELSON, Manager Albert Lea Fuel Co. of Albert Lea, Minnesota, was born November 14, 1859, in Denmark, and has been in the coal business for nearly thirty years.

RALPH N. NELSON of the Albert Lea Fuel Co., Albert Lea, Minnesota, was born July 5, 1896, at Dell Rapids, South Dakota, and has been in the coal business with his father for the past two years.

JOHN NETT, retail coal merchant of Albany, Minnesota, was born September 27, 1884, at St. Martin, and has been in the coal business for three years.

JOHN W. NIELSEN, retail coal merchant, Hutchinson, Minnesota, was born January 24, 1870, in Denmark, and has been in the coal business for six years. He was formerly Manager of the Farmers Elevator Co. at Buffalo Lake, Minnesota.

JOHN O'DEA, well-known retail coal merchant of Winona, Minnesota, was born in Ireland in 1838 and has been in the coal business nearly thirty years.

CHARLES S. OLDS, proprietor Crozier-Olds Coal Co., St. Cloud, Minnesota, was born January 4, 1876, at Luverne, Minnesota, and has been in the coal business at St. Cloud for eight years. He was formerly connected with E. A. Brown Co. at Luverne, Minnesota.

CLARENCE A. REMINGTON, proprietor Remington Lumber Co., Hibbing, Minnesota, was born May 25, 1858, in Jefferson County, New York, and has been in the coal business for six years. He has served as President of the Range Coal Dealers Association.

J. O. RINDAHL of the Cargill Elevator Co. at Ada, Minnesota, was born April 7, 1874, at St. Peter, Minnesota, and has been in the coal business for the past seven years.

ALFRED O. ROLFE, veteran retail coal merchant of Ada, Minnesota, was born November 15, 1855, at Cole Brook, New Hampshire, and has been in the coal business for thirty-three years.

JOSEPH A. ROTHMAN, retail coal merchant of Ely, Minnesota, was born October 13, 1884, in Wisconsin and has been in the coal business for seven years.

H. R. SHELDON, Manager Sheldon & Richardson, Rochester, Minnesota, was born November 26, 1858, in Syracuse, New York, and has been in the coal and grain business over twenty-six years.

G. F. STREATER, Secretary Botsford Lumber Co., Winona, Minnesota, was born November 14, 1875, in Kossuth County, Iowa, and has been in the coal business for twenty-five years. He was formerly connected with the Laird-Norton Yards.

CHAS. T. TAYLOR, well known and popular retail coal merchant of Mankato, Minnesota, was born December 2, 1860, in Red Wing, Minnesota, and has been in the coal business for over twenty-five years. Mr. Taylor has served as President of the North Western Retail Coal Dealers Association, President of the Mankato Fair & Blue Earth County Agricultural Association, President of the Mankato Automobile Club, Mayor of Mankato three different terms, and President of the Mankato Commercial Club.

ALBERT G. SWANSON, retail coal merchant of Welch, Minnesota, was born September 28, 1870, in Goodhue County, Minnesota, and has been in the coal business for eight years.

F. W. WHITE of White & Dredge, Amboy, Minnesota, was born in New York and has been in the coal business for twenty-five years.

HENRY J. WILLIS, well known retail coal merchant of Winona, Minnesota, was born in 1855 in Kenosha County, Wisconsin, and has been in the coal business for twenty-eight years.

MISSISSIPPI

KING COTTON stands in no immediate danger of surrendering his crown to King Coal in Mississippi, for the weather man and the character of the predominating enterprises of the state have combined to make fuel play a minor role in the developments there. Producing no coal, as a consumer, whether considered from the point of view of the total tonnage used or the per capita or square mile consumption, its position in American coal trade history is well down the list of states of the Union. Its per capita bituminous consumption is only .70 ton, against a general average for the entire country of 2.04 tons, while its 1915 anthracite consumption, 2,000 tons for nearly 2,000,000 people, was so small as to be entirely negligible. Upon a square mile basis the consumption was only 23 tons, as compared with the average of 123 tons for the country as a whole.

The total bituminous coal consumption for the year was placed at 1,368,388 tons. Only four states were called upon to furnish this tonnage, and of these four, Alabama with 596,218 tons and Kentucky with 630,518 tons, shipped over 87 per cent. of the coal consumed. Illinois shipments were 96,577 tons and Pennsylvania 45,075 tons.

MISSISSIPPI

J. Y. BELL, General Manager J. J. Bell & Son, retail coal merchants of Corinth, Mississippi, has been in the coal business for ten years.

PALVICK BRADLEY, retail coal merchant of Aberdeen, Mississippi, was born September 12, 1860, in Ireland, and has been in the coal business twenty-five years.

LOUIS JOHN BRAUN, retail coal merchant of Biloxi, Mississippi, was born July 1, 1890, at Biloxi, and has been in the coal business for seven years. He was formerly connected with the Biloxi Artificial Ice Mfg. Co.

JOSEPH MEADERS BROWN, proprietor of the Jay-Em-Bee Coal Co., Grenada, Mississippi, was born June 19, 1873, at Coffeeville, Mississippi, and has been in the coal business five years. Previous to that he was engaged in the cotton and cotton seed oil business.

LELAND W. DELANY of the Delany Coal & Ice Co., Natchez, Mississippi, was born August 24, 1885, at Natchez and has been in the coal business for the last four years.

H. G. GOTHELF, proprietor of the Gothelf Coal Co., Vicksburg, Mississippi, was born March 20, 1891, at Vicksburg, Mississippi, and has been in the coal business for the last six years.

COLUMBUS R. HULL, proprietor of the Hull Coal Co., Vicksburg, Mississippi, was born in 1857 in Mason County, West Virginia, and has been in the coal business six years. Mr. Hull is also owner of the Hull Packet Line which operates the steamer C. R. Hull and barges Falcon and Vicksburg.

W. G. KIMMONS, President W. G. Kimmons & Sons of Corinth, Mississippi, was born in Corinth in 1845 and has been in the coal business for fifteen years. Associated with Mr. Kimmons are his two sons, W. G. Kimmons, Jr., and J. M. Kimmons.

MISSOURI

MISSOURI can justly lay claim to the attention of the coal trade, and particularly that portion west of the Mississippi river, both from the historic point of view and from the point of view of present day consumption and production. As a consumer of coal today it holds first rank among the states west of the Mississippi river. It is also far from a negligible factor in the total production mined beyond the "Father of Waters" and, though its output is exceeded by that of certain sister states, it is believed to have been the first commonwealth west of the river to enter the list of coal producing states. Because it lies in a pocket of producing states, being bordered on the east by the Appalachian and eastern interior coal basins, on the south by Arkansas and on the north and west by Iowa and Kansas, which are underlaid with the same measures that give Missouri its place in coal production history, the Missouri output enters but little into the general interstate commercial traffic, but, as a coal consumer, it makes wide calls upon eastern and southern producing fields.

The Missouri coal beds, which are, as stated in the preceding paragraph, part of the western interior coal basin which also underlies Kansas and Iowa, geologically speaking belong "to the Pennsylvania series of the Carboniferous system." That portion lying in Missouri has an approximate area of 25,000 square miles of coal-bearing formations, of which it is estimated that 60 per cent. may be considered productive under present conditions "and more will yield supplies at some future period."

There are half a dozen fields of importance in the state, viz.:

1. The Bevier, worked in portions of Boone, Chariton, Howard, Macon and Randolph counties. This field, which produces approximately 27 per cent. of the output of the state, is mined from a bed ranging from three to six feet in thickness.

2. The Lexington, worked in Clay, Lafayette and Ray counties. Although the bed mined is very thin, ranging from 14 to 26 inches in thickness, "because it is ideally adapted to the long-wall system of mining and is situated near large consuming centers, this bed produces 27 per cent. of the total for the state."

3. The Southwestern field, which includes parts of Barton, Bates, Henry and adjoining counties. Several beds are mined in this field and the total output is approximately 20 per cent. of that for the entire state.

4. The Novinger, in Adair county, which is in the same stratigraphic horizon as that mined in the Bevier field and which averages three and one-half feet in thickness, yields 15 per cent. of the output of the state.

5. The Marceline field in Linn county is worked in a bed 29 inches thick and contributes four per cent. of the total production of the state.

6. The Mendota field, lying in Putnam, Schuyler and northwestern Adair counties, is the southern extension of the Mystic or Centerville bed of Iowa. "The coal in this field lies stratigraphically about 100 feet above that in the Novinger and is probably at the same horizon as that of the Lexington field." Although in Iowa this is one of the most important beds worked, Missouri operations are of a very limited character.

The occurrence of coal on the banks of the Osage river was noted as early as 1806 in Pike's "Account of Expeditions to the Sources of the Mississippi." As far as known production statistics were a blank until 1840, when the United States Census credited the state with an output of 9,972 tons. Between that year and 1870, the date of the next absolute record, production apparently enjoyed a steady growth as the figure for the year last named was 621,930 tons. The state passed the 1,000,000-ton mark in 1876. Four years later the figure fell below this, but there was a pronounced recovery in 1878, from which time the upward swing continued until 3,080,000 tons were reached in 1885. Output slumped off to 1,800,000 tons the year following. The statistics since that date are as follows:

Year.	Ton.	Year.	Ton.
1887	3,209,916	1902	3,890,154
1888	3,900,967	1903	4,238,586
1889	2,557,823	1904	4,168,308
1890	2,735,221	1905	3,983,378
1891	2,674,606	1906	3,758,008
1892	2,733,949	1907	3,997,936
1893	2,897,442	1908	3,317,315
1894	2,245,039	1909	3,756,530
1895	2,372,393	1910	2,982,433
1896	2,331,542	1911	3,836,107
1897	2,665,626	1912	4,339,856
1898	2,688,321	1913	4,318,125
1899	3,025,814	1914	3,935,980
1900	3,540,103	1915	3,811,593
1901	3,802,088	1916	4,742,146

From the point of view of the consumption of Missouri coal the railroads overshadow every other class of consumer; in 1915, the transportation companies took 2,351,940 tons of Missouri coal, or approximately 62 per cent. of the total production. Approximately 28 per cent. of the output was consumed within the state; of this, 84,091 tons were used at the mines; 202,975 tons were sold locally and 773,350 tons shipped to points within the state. Interstate movement to six adjacent commonwealths took care of the remaining 400,237 tons; Nebraska received 203,337 tons; Kansas, 167,483 tons; Iowa, 22,729; Oklahoma, 4,800 and Arkansas and Illinois combined, 1,888 tons.

A small anthracite consumption (.11 ton) serves to pull down the average per capita consumption in the state to 2.20 tons, as compared with 2.82 tons for the United States as a whole. The consumption per square mile, 116 tons, was only slightly under the general average. Despite these somewhat unfavorable average comparisons the total amount actually used within Missouri exceeded, as before stated, that of any other commonwealth west of the Mississippi river. The total consumption for 1915, exclusive of railroad fuel but including 371,300 tons of Pennsylvania anthracite, was 8,086,548 tons. Although the bituminous supply was drawn from 14 different states over 56 per cent. came from Illinois. This high percentage, of course, was due to the proximity of the "Inner Group" and central and southern Illinois coal fields to the St. Louis market. During the year in question 7,782,577 tons of bituminous coal, 189,478 tons of anthracite and 121,389 tons of coke were received in St. Louis and it is estimated that 4,250,000 tons of bituminous coal and 117,006 tons of anthracite of this amount were consumed within the St. Louis district. Of the estimated bituminous consumption approximately 3,750,000 tons were of Illinois origin. In 1916 the St. Louis receipts totaled 7,799,223 tons of bituminous coal, 172,832 tons (including 13,859 tons shipped through) of anthracite and 215,025 tons of coke.

The detailed figures on consumption for 1915 show the following:

Source.	Ton.	Source.	Ton.
Alabama	3,519	Pennsylvania	294,820
Arkansas	198,768	Virginia	1,500
Colorado	535	West Virginia	158,763
Georgia	538	Wyoming	1,484
Illinois	4,391,722		
Indiana	12,632	Total bituminous coal	7,715,248
Iowa	174,164	Pennsylvania anthracite	371,300
Kansas	926,480		
Kentucky	478,164		
Maryland	*9,090		
Missouri	1,059,416		8,086,548
Oklahoma	3,653		

*Includes Maryland coal consumed in Texas.

HARRY N. TAYLOR, Kansas City, Mo., Vice President of the Central Coal & Coke Co., Kansas City, was born April 20, 1865, in Columbus, Ohio, and has been in the coal business thirty-six years. He is also interested in the Northern Central Coal Co., Scioto Coal Co., Harkes Coal Co., Taylor Coal Co., and Big Four Wilmington Coal Co. Mr. Taylor ranks as one of the ablest, most prominent and most popular coal operators in the United States. He has for years been an important factor in coal producing circles and was formerly President of the General Wilmington Coal Co., Big Four Wilmington Coal Co., and Monon Coal Co., General Manager of the Sunday Creek Coal Co., and President of the Western Coal & Dock Co. Mr. Taylor has been honored with many offices and has served as President of the Illinois Coal Operators Association, President National Federation of Coal Operators, a member of the Executive Board of the Southwestern Coal Operators Association, Vice President of the National Coal Association and District Representative United States Fuel Administration for Iowa, Missouri, Kansas, Arkansas, Oklahoma and Texas.

FRED W. LUKINS, Kansas City, Mo., President and General Manager Farmers Fuel Co. of Kansas City, was born February 5, 1857, in Earlville, Illinois, and has been in the coal business for the past thirty-five years. Mr. Lukins is also General Manager and Secretary-Treasurer of the Waverly Coal Co., and President of the Southwestern Interstate Coal Operators Association. He has been active and prominent in operating circles for many years and is highly regarded in the trade. He was formerly a partner in the firm of Lukins & Cavanaugh, and General Manager of the Chicago-Virden Coal Co., Illinois Collieries Co., and General Manager of the mines of the O'Gara Coal Co. He has served as Vice President of the Illinois Coal Operators Association, and has also been honored with election as President of several organizations outside of the coal industry.

JOHN H. BOVARD, Kansas City, Missouri,
President Northwestern Coal & Mining Co., 400 Rialto Building, Kansas City, was born in Bellevue, Iowa, December 29, 1854, and has been in the coal business since November, 1871, when he started at the bottom of the ladder, weighing coal. He has had experience in both the selling and operating ends, being connected with the Kansas & Texas Coal Co. at one time. Mr. Bovard is a Director of the New England National Bank of Kansas City.

ANDREW M. HANNAH, Kansas City, Missouri,
General Sales Manager Mackie-Clemens Fuel Co., Dwight Building, Kansas City, Missouri, was born December 29, 1884, at Pittsburg, Kansas, and has been in the coal business for the past nineteen years. Mr. Hannah was formerly connected with the Central Coal & Coke Co. and the Sheridan Coal Co., and has held practically every position from weighman up.

JOHN R. CROW, JR., Kansas City, Mo.,
President The J. R. Crowe Coal & Mining Co., Dwight Building, Kansas City, was born in 1889 in Weir City, Kansas, and has been in the coal business for the past eleven years, succeeding his father, who was a well known coal operator in that section. Mr. Crowe is also interested in the Junior Coal & Mining Co. and the Whitehead Coal & Mining Co. and is a member of the Southwestern Coal Operators Association. He is at present in the service of his country.

CHARLES H. HIGHTOWER, Kansas City, Missouri,
Division Sales Agent of the McAlester Fuel Co., Lathrop Building, Kansas City, Missouri, was born March 25, 1870, in Cleburne, Texas, and has been in the coal business for the past twenty-four years. He was formerly connected with the Western Coal & Mining Co.

GRANT STAUFFER, Kansas City, Missouri, President Sinclair Coal Co., Gloyd Building, Kansas City, and Vice President Semi-Anthracite Fuel Co. and Semi-Anthracite Mining Co., Alix, Arkansas, was born December 1, 1888, in Hope, Kansas, and has been in the coal business for the past six years.

GEORGE J. L. WULFF, Kansas City, Missouri. Division Sales Manager Western Coal & Mining Co., Railway Exchange Building, Kansas City, Missouri, was born May 5, 1881, at Osage, Missouri, and has been in the coal business for eighteen years. Mr. Wulff started with this company as a stenographer and has received steady promotion to his present position as a result of consistent attention to his work.

IRA M. FLEMING, Kansas City, Mo., President Fleming Coal Co., Kansas City, was born March 24, 1866, Kewanee, Illinois, and has been in the coal business thirty-two years. Mr. Fleming is also interested in the Cherokee-Crescent Coal Co., the Pittsburg Northern Co., and the Girard Coal Co. He was formerly connected with the Rich Hill Coal Mining Co., Western Coal & Mining Co., Southwestern Coal & Improvements Co. Mr. Fleming has served as President of the Southwestern Interstate Coal Operators Association.

LEONARD D. KNIFFIN, Kansas City, Manager Kansas City office of the Sheridan Coal Co., was born September 30, 1877, in Sedalia, Missouri, and has been in the coal business seventeen years. He is a son of Capt. S. W. Kniffin, a pioneer coal man in the Missouri and Kansas fields. Mr. Kniffin is also interested in the Roundup Coal & Mining Co. and the McCormick Coal Co. He was formerly connected with the Great Western Coal Co. and was Secretary of the Mid-State Retail Coal Dealers Association.

HARVEY F. PIXLEY, St. Louis, Missouri,
President Breese Trenton Mining Co., St. Louis, Missouri, was born November 25, 1869, at Ingraham, Illinois, and has been President of this company for seven years and previous to that has been Treasurer and a Director. Mr. Pixley is President of the First National Bank at Flora, Illinois, and prominent in business affairs.

A. H. BEDDOE, St. Louis, Missouri,
General Sales Agent Breese Trenton Mining Co., St. Louis, Missouri, was born March 23, 1882, in Washington, Indiana, and has been in the coal business for fourteen years. Mr. Beddoe is one of the best known and most popular members of the St. Louis coal trade and has received many honors at their hands. He was Imperial Baron of the Order KoKoal, President St. Louis Coal Club, and is the wholesale coal member of the St. Louis Rotary Club, executive member Fifth and Ninth Districts Coal Bureau, and Chairman Coal Operators' Advisory Committee of St. Louis Fuel Administration.

CLARENCE V. BECK, St. Louis, Missouri,
President St. Louis Coal Co., 1009 Syndicate Trust Building, St. Louis, was born October 30, 1886, in St. Louis, and has been in the coal business thirteen years. Mr. Beck is also President of the White Coal Co., operating the Valley mine; Beck-White Mining Co., operating the Henrietta mine; the West Side Coal & Mining Co., operating the Consol mine and the Slogo Coal Co., operating the Slogo mine; the output of all these mining companies being handled through the St. Louis Coal Co.

JAMES C. BLYTHE, St. Louis, Missouri,
President Inland Valley Coal Co., Equitable Building, St. Louis, Missouri, was born December 21, 1870, at St. Louis, and has been in the coal business since 1894. He has served as Secretary of the Williamson County Coal Co. and was formerly connected with the Lumaghi Coal Co.

ALEXANDER A. BRYDEN, St. Louis, Missouri,
Sales Manager Harris-Dillavou-Dimond Co., Wainwright Building, St. Louis, was born February 23, 1864, in Halifax, Nova Scotia, and has been in the coal business thirty-five years. Mr. Bryden is one of the well-known coal men of St. Louis. He was formerly connected with the Carbondale Coal & Coke Co., Bryden Coal & Coke Co., and the Borders Coal Co. He served as President of Retail Coal Association in St. Louis for five years. His grandfather and uncles opened the first mine of Carterville coal.

THOMAS R. HARRIS, St. Louis, Missouri,
President and General Manager of White Oak Fuel Co., St. Louis, Missouri, was born near Nashville, Illinois, and has been in the coal business seventeen years. Mr. Harris is also President of the Madison County Mining Co. of Edwardsville, Illinois. He was formerly connected with the Berry Horn Coal Co., John T. Hesser & Co., and the Lumaghi Coal Co.

WILLIAM J. HEGWEIN, St. Louis, Missouri,
President Hegwein Coal Co., 4800 Bulwer Ave., St. Louis, Missouri, was born February 17, 1876, at St. Louis, and has been in the coal business for twenty-five years. Mr. Hegwein was formerly connected with the Stephan Coal Co. and is considered one of the enterprising retail coal merchants of his city. He has two railroad yards located on Florissant and Bircher streets, catering exclusively to the north end trade.

THOMAS T. BREWSTER, St. Louis, Mo.,
Vice President and General Manager Mt. Olive & Staunton Coal Co., 1012 Federal Reserve Bank Building, St. Louis, was born March 31, 1867, in Saco, Maine, and has been a producer of coal twenty-eight years. He has been President of the Coal Operators Association, Fifth and Ninth Districts of Illinois; Chairman of the Committee on Accounting and Cost of Production, Fith and Ninth Districts of Illinois Coal Bureau; a member of the American Institute of Mining Engineers, and a Director of the National Coal Association.

WILLIAM J. JENKINS, St. Louis, Missouri,
Vice President and General Manager The Consolidated Coal Co. of St. Louis, was born February 5, 1873, in Chicago, Illinois, and has been in the coal business over twenty years. Mr. Jenkins is President of the Union Fuel Co., St. Louis. He was formerly connected with the Northern Pacific Coal Co., the North Western Improvement Co. and Western Coal & Mining Co., St. Louis. Mr. Jenkins has served as Vice President-at-Large of the South West Interstate Coal Operators Association since 1908 and is highly respected in coal mining circles.

THADDEUS D. PAYNE, Chicago, Illinois,
General Sales Agent The Consolidated Coal Co. of St. Louis, St. Louis, Missouri, with headquarters in Chicago, was born in 1878 in Bowling Green, Kentucky. His early business experience was with railroads. In 1903 he became Chief Clerk to the President and General Manager of the Western Coal & Mining Co. and the Consolidated Coal Co. In 1907 he was called to the same position with the President of the Western Maryland Railroad and the Davis Coal & Coke Co. Since 1910 he has held his present position. He served as Director of Industrial Distribution for the Fuel Administration of Illinois during the Great War.

JOHN HENDERSON, St. Louis, Mo.,
President West Virginia Coal Co. of Missouri, St. Louis, was born September 2, 1874, in Ohio, and has been in the coal business over twenty years. He is also President of the Superior Mining Co., Belleville; Perry County Coal Corp., Coulterville; St. Ellen Coal Co., O'Fallon; Victoria Coal Co., Belleville; Liberty Coal & Mining Co., Renchler; Gus Blair Big Muddy Coal Co., Murphysboro, all of Illinois; Laclede Coal Co., St. Louis; and Vice President Henderson-Wallace Coal Co., Marion, Illinois.

WALTER F. HEINECKE, St. Louis, Missouri,
President and General Manager of the Heinecke Coal & Supply Co., 1940 South Kingshighway, St. Louis, was born October 8, 1879, in Lenzburg, Illinois, and has been in the coal business eighteen years. Mr. Heinecke is one of the most popular St. Louis retailers and has served as President of the St. Louis Coal Club.

JOSEPH D. LUMAGHI, St. Louis, Missouri,
Secretary and Treasurer Lumaghi Coal Co., 606 Equitable Building, St. Louis, Missouri, was born September 30, 1861, in Collinsville, Illinois, and has been in the coal business thirty-seven years. Mr. Lumaghi is interested in the Williamson County Coal Co. of St. Louis.

JOHN C. MUCKERMAN, St. Louis, Missouri,
Vice President of the Polar Wave Ice & Fuel Co. of St. Louis, was born November 8, 1868, in St. Louis, and has been in the coal business thirty years. He started with his father, who was one of the pioneers in the ice and coal business in St. Louis. The present company is the largest retail coal firm in the city, having twenty-one rail yards scattered in different parts of the city and numerous ice plants which supply their forty-two retail branches. Mr. Muckerman has a family of seven children, three sons and four daughters.

EDMUND G. RIDGWAY, St. Louis, Missouri,
Was born November 11, 1875, in Olney, Illinois, and has been in the coal business fourteen years. He was formerly connected with the Carterville District Coal Co. Mr. Ridgway was the first Secretary of the St. Louis Coal Club and served as its President in 1917.

EUGENE STEVENS, St. Louis, Mo.,
President Crown Coal Co., 1202 Central Bank Building, St. Louis, was born May 12, 1872, in Harvard, Illinois, and has been in the coal business ten years. He was formerly connected with the Benton District Coal Co., and Carroll & Franklin County Coal Co. Mr. Stevens is active in the Fifth and Ninth District Coal Operators Association.

WILLIAM S. SCOTT, St. Louis, Missouri,
President and General Manager Missouri & Illinois Coal Co., St. Louis, was born December 13, 1862, in Fredericksburg, Virginia. He has been in the coal business thirty years. Mr. Scott was connected with the T. & H. Mining Co. and was President of the Scott-Wilson Coal Co. eight years. He has served as Representative of the Seventh District Illinois Coal Operators Association.

CLIFFORD M. SNOW, St. Louis, Missouri,
Manager Snow Coal Co., Pierce Bldg., St. Louis, was born in Liverpool, Nova Scotia, Canada. He has been in the coal business thirteen years. Mr. Snow was formerly Sales Agent for the Western Coal & Mining Co., St. Louis, and later was Manager of Sales of the Durham Coal & Iron Co., Chattanooga, Tennessee. From February 1, 1915, he was Sales Agent of the Consolidated Coal Co. of St. Louis, leaving their service June 1, 1918, to go into business on his own account.

WALTER H. UNDERWOOD, St. Louis,
Manager St. Louis office of the Domhoff & Joyce Co., Times Building, was born March 8, 1882, in Cincinnati, Ohio, and has been in the coal and coke business ten years. Mr. Underwood specializes in the sale of coke and has a wide circle of friends in the St. Louis territory.

EDWARD J. WALLACE, St. Louis, Missouri,
Sales Manager Stephan Coal Co., St. Louis, was born February 23, 1879, in New Haven, Connecticut, and has been in the coal business since 1905. He was formerly Sales Manager for the Mississippi Valley Fuel Co. and Western Sales Manager of the Dealers Fuel Co. He was Pictor of the St. Louis Order KoKoal, and organized the Missouri Retail Coal Dealers Association, and the St. Louis Coal Club. He is serving as advisor to Lieutenant Governor Wallace Crossley, Fuel Administrator for the State of Missouri, and advisor to the Fuel Committee in St. Louis.

H. B. WESSEL, St. Louis, Missouri, Sales Manager Kolb Coal Co., Mermod & Jaccard Building, St. Louis, was born in Nashville, Illinois, August 1, 1888, and has been in the coal business eleven years. He has taken an active part in the coal affairs of his city, and was elected President of the St. Louis Coal Club in April, 1918. Mr. Wessel was formerly connected with the St. Louis Coal Co.

FRANK M. BRINSON, St. Joseph, Missouri, Wholesale coal merchant of St. Joseph, was born January 23, 1870, in St. Joseph, and has been in the coal business fifteen years. Mr. Brinson is one of the well-known and enterprising wholesalers in the Southwest and has many friends in the coal trade.

MISSOURI—Kansas City

T. PERCY BRYAN, Secretary and Treasurer Gray-Bryan-Sweeney Coal Co., New England Building, Kansas City, Missouri, was born in Kansas March 24, 1873, and has been in the coal business twenty-three years. He was formerly with the Western Coal & Mining Co., and the Kansas & Texas Coal Co. Mr. Bryan has held many positions of honor in the trade—President of the Correct Weighing Association of Kansas City, President of the Interstate Retail Coal Dealers' Association, and of the Missouri State Retail Coal Merchants' Association, a Director in the National Coal Association, and a member of the Executive Committee of the National Retail Coal Merchants' Association, and has a wide acquaintance throughout the country.

JAMES D. COLE, proprietor of Arkansas Fuel Co., Kansas City, Missouri, was born in 1862 in Prairie du Chien, Wisconsin, and has been in the coal business thirty-five years. He was formerly connected with the Loomis Coal Co. and was Vice President of the Citizens Coal & Coke Co., Denver, Colorado. Mr. Cole has served as President of the National Hay Association, and was the first Secretary of the Operators Association of Iowa, Missouri and Kansas.

ALBERT MELVIN FELLOWS, City Manager Jackson-Walker Coal & Mining Co., Kansas City, Missouri, was born August 25, 1868, in Lincoln, Illinois, and has been in the coal business twenty-nine years. Mr. Fellows has a wide acquaintance and is popular in the coal trade through the Southwest. He was formerly connected with the Western Coal & Mining Co., was Fuel Agent of the Missouri-Pacific Railway, and General Sales Agent of the Gould coal properties.

GEORGE C. GRAY, President Gray-Bryan-Sweeney Co., New England Building, Kansas City, Missouri, is a native of New England, and has been in the coal business for over twenty years. Mr. Gray is also President of the Missouri City Coal Co., which operates a mine in Missouri.

EDWARD C. HANKS, proprietor of Missouri-Kansas Coal Co., Kansas City, Missouri, was born August 19, 1886, at Mechanicsburg, Virginia, and has been in the coal business for the past seven years.

HARRY HARRIS, Manager and Treasurer Laning-Harris Coal & Grain Co. of Kansas City, Missouri, was born December 21, 1849, in Maryland, and has been in the coal business for over forty-five years. Mr. Harris was formerly connected with the Petersburg Coal Co. of Petersburg, Illinois.

HERSCHEL M. HERROLD, JR., Mine Superintendent Herrold-Breivogel Coal Co., successors to the Herrold Coal & Mining Co., Kansas City, Missouri, was born August 18, 1879, in Philadelphia, Pennsylvania, and has been in the coal business six years. He was formerly with the Walnut Creek Coal Co.

CHARLES E. KEARNEY, a salesman of the Central Coal & Coke Co. of Kansas City, Missouri, was born September 9, 1870, in Kansas City, and has been in the coal business for twenty-two years, having covered Southwestern Kansas since 1897 for his company.

CHAS. S. KEITH, President Central Coal & Coke Co., Kansas City, Missouri, was born January 28, 1873, in Kansas City, and has been in the coal business twenty-eight years. Mr. Keith is one of the largest and most prominent coal operators and lumbermen in the Southwest, having extensive interests in several states, and is very highly regarded in the trade. He has served as President of the Southwestern Interstate Coal Operators Association, President of the Southern Pine Association, Vice President of the National Lumber Association, Director of the National Chamber of Commerce, and President of the Kansas City Commercial Club, and has been active in many movements for the betterment of trade or civic conditions.

RICHARD H. KEITH, President Bell Coal Co., Kansas City, Missouri, was born in 1882 in Kansas City, and has been in the coal business twelve years. Mr. Keith is a son of the late R. H. Keith, founder of the Central Coal & Coke Co., and brother of Charles S. Keith, the present President of that company. He was also connected with the Central Coal & Coke Co. for a number of years. He went into the first Officers' Training Camp.

H. G. KELLOGG, President Midland Coal Co., Kansas City, Missouri, was born December 31, 1875, at Salina, Kansas, and has been in the coal business for the last fifteen years. Mr. Kellogg is also interested in a number of other operating companies. He was formerly connected with the Kansas City-Midland Coal & Mining Co. and has served as Vice President of the Southwestern Operators Association.

CHARLES H. MARKHAM, Sales Manager Interstate Coal Co., Kansas City, Missouri, was born September 12, 1874, at Erie, Kansas, and has been in the coal business for fourteen years. Mr. Markham has served as President of the South Western Steam Shovel Operators Association.

HARVEY A. McDONALD, Manager Bell Coal Co., Kansas City, Missouri, was born in 1876 in Pennsylvania, and was Manager of the City Department of the Central Coal & Coke Co. twenty-one years before assuming his present position.

EDWARD S. NEVIUS, General Manager Nevius Coal Co., Kansas City, Missouri, was born January 15, 1864, in Lawrence County, Ohio, and has been in the coal business for thirty-three years. He is also President and General Manager Nevius-Coulter Coal Co. and was formerly Cashier and Assistant Superintendent of the Kansas & Texas Coal Co.

FREDERICK WILLIAM SCHERMES, Vice President and Manager of the Katzmaier Coal Co., Kansas City, Missouri, was born November 22, 1873, in Ohio, and has been in the coal business for twenty-two years.

ROBERT L. SMITH of Smith Bros., Kansas City, Missouri, was born August 12, 1865, in Jackson County, Missouri, and has been in the coal business for twelve years.

HOWARD V. SNIVELY, 1909 Kensington Ave., Kansas City, Missouri, a salesman for T. C. Keller & Co., Chicago, was born February 7, 1873, in Wathena, Kansas, and has been in the coal business for thirteen years. He was formerly connected with the Blackbird Block Coal Co. at Unionville, Missouri, for five years, and is well known among the coal trade of the Southwest.

NATHAN O. SWANSON, General Manager Lehigh & Havens Lumber Co., Kansas City, Missouri, was born September 7, 1878, at Stanton, Iowa, and has been in the coal business for twenty-one years.

ERNEST R. SWEENEY, Vice President and General Manager Gray-Bryan-Sweeney Coal Co., Kansas City, Missouri, was born in 1867 at Fort Scott, Kansas, and has been in the coal business for thirty-five years. Mr. Sweeney is one of the most popular coal men in the Southwest and was formerly with the Keith & Perry Coal Co. and the Central Coal & Coke Co.

GEORGE T. WALKER, President Jackson-Walker Coal & Mining Co., Kansas City, Missouri, was born April 4, 1866, in Princeton, Illinois, and died May 8, 1918, at his home in Kansas City. He had been in the coal business thirty-four years. Mr. Walker was one of the prominent coal operators of the Southwest, having been interested in the Toluca Coal Co. and the Marceline Coal & Mining Co.

MISSOURI — St. Louis

ALBERT J. AVERY, Secretary and Treasurer Avery Coal & Mining Co., St. Louis, Missouri, was born April 15, 1876, in St. Clair County, Illinois, and has been in the coal business for over twenty years. He was the first Secretary of the Fifth and Ninth Districts Operators Association of Illinois.

RICHARD J. BEYER, Credit Manager Hegwein Coal Co., 1404 North Park Pl., St. Louis, Missouri, was born December 29, 1886, in St. Louis, and has been engaged in the coal business for over ten years. He was formerly connected with the Polar Wave Ice & Fuel Co.

EDWARD DEVOY, proprietor Edward Devoy Coal & Coke Co., St. Louis, Missouri, was born in August, 1846, at St. Louis, and has been in the coal business continuously for over forty-five years. Mr. Devoy is considered the dean of St. Louis coal men and is President of the Coal Service Bureau of St. Louis.

R. E. EGGEBRECHT, Sales Manager Southern Coal, Coke & Mining Co., 700 Security Building, St. Louis, Missouri, was born February 5, 1877, in Germany, and has been in the coal business for seven years. He was formerly connected with Devoy & Kuhn Coal & Coke Co.

FRANK R. ELLIS, President Ellis & Richmer Coal Co., St. Louis, Missouri, was born July 20, 1876, in Eatontown, New Jersey, and has been in the coal business twenty-four years. Mr. Ellis was formerly connected with the Maguire Coal Co. for twenty-two years.

LOUIS A. GOLTERMANN, proprietor Hinrichs-Goltermann Fuel & Material Co., St. Louis, Missouri, was born December 14, 1874, at St. Louis, and has been in the coal business for eight years.

ALEXANDER W. HAMILTON, Southwestern Sales Agent of The Peabody Coal Co., Syndicate Trust Building, St. Louis, Missouri, was born February 19, 1878, at Newark, New Jersey, and has been in business eighteen years.

HARRY F. HEGWEIN, Sales Agent Hegwein Coal Co. of St. Louis, Missouri, was born in 1882 in St. Louis and has been in the coal business for fifteen years. He was formerly connected with the Inland Valley Coal Co. and the Stephan Coal Co.

THOMAS M. JENKINS, President and General Manager St. Louis & O'Fallon Coal Co., St. Louis, Missouri, was born July 4, 1860, in Albany, New York, and has been in the coal business eight years.

MICHAEL D. JOYCE, General Sales Agent Bickett Coal & Coke Co., St. Louis, Missouri, was born September 29, 1868, in Ireland, and has been in the coal business twenty-four years. Mr. Joyce was formerly connected with the Madison Coal Corp. and the Hillsboro Coal Co.

CHARLES H. KRAUSE, Vice President and General Manager The Willis Coal & Mining Co., St. Louis, Missouri, was born November 21, 1873, in St. Louis, and has been in the coal business for over twenty years. Mr. Krause has served as Secretary and Treasurer of the Coal Operators Association of the Fifth and Ninth Districts of Illinois.

E. J. KRAUSE, President and Treasurer of the Willis Coal & Mining Co., St. Louis, Missouri, was born August 26, 1871, and has been in the coal business for over twenty years.

ERNEST L. MAY, General Sales Agent St. Louis Coal Co., St. Louis, Missouri, was born December 16, 1885, at Marion, Illinois, and has been in the coal business for the past ten years. He was formerly connected with the St. Louis-Carterville Coal Co. Mr. May is very energetic and has taken a great interest in the National Coal Jobbers Association. He is also Secretary of the St. Louis Coal Club and President of the Clinker Club of St. Louis, both important factors in St. Louis coal affairs.

HOMER F. McDONALD, President Meteor Coal Co., St. Louis, Missouri, was born July 22, 1885, in Pinckneyville, Illinois, and has been in the coal business fourteen years. He was connected formerly with the White Walnut Coal Co., Madison Coal Corp., and the Berry-Bergs Coal Co. Mr. McDonald served for two years as Pictor of the St. Louis breaker of the Order KoKoal.

LOUIS MEHRHOFF, Traffic Manager Hegwein Coal Co., St. Louis, Missouri, was born in St. Louis and has been in the coal business for eight years.

ROBERT A. NIGGEMAN, President Gartside Coal Co., St. Louis, Missouri, was born in 1874 in St. Louis, and has been in the coal business for ten years. He is also President of the Gartside Land Co.

J. J. O'DONNELL, General Manager West Virginia Coal Co., St. Louis, Missouri, also President of the City Coal Co. of St. Louis, a retail company doing an extensive business and operating three yards, was born November, 1880, in New York City, and has been in the coal business eighteen years. He was connected with the Lumaghi Coal Co., having been Sales and Traffic Manager for that company ten years.

ARTHUR B. PAULE, President and Treasurer of the Paule Fuel & Material Co., St. Louis, Missouri, was born September 9, 1866, in St. Louis, and has been in the coal business for thirty-three years.

CHARLES QUADE, President Charles Quade Coal & Hauling Co., St. Louis, Missouri, was born December 22, 1881, in St. Louis, and has been in the coal business sixteen years.

HARRY C. RICHMER, Vice President and Treasurer Ellis & Richmer Coal Co., St. Louis, Missouri, was born May 21, 1885, at Louisville, Kentucky, and has been in the coal business for fifteen years. He was formerly connected with the Maguire Coal Co.

PHILIP A. RILEY, Secretary and Treasurer City Coal Co., St. Louis, Missouri, was born February 13, 1881, at Montgomery City, Missouri, and has been in the coal business for seventeen years. He was formerly connected with the Lumaghi Coal Co. and has served as Treasurer of the St. Louis Coal Club.

ALEXANDER W. ROBERTSON, Southwestern Sales Agent Taylor Coal Co. at St. Louis, Missouri, was born November 25, 1887, in Pullman, Illinois, and has been in the coal business for sixteen years. He is also interested in the A. W. Robertson Coal Co. at Charleston, Missouri, and is President of the Energy Coal & Supply Co., Cape Girardeau, Missouri. Mr. Robertson was formerly connected with the New Kentucky Coal Co. at Chicago until 1909.

WILLIAM S. SNYDER, Vice President and General Manager I-X-L Coal & Mining Co., St. Louis, Missouri, was born May 25, 1868, at McArthur, Ohio, and has been in the coal business for about twenty years. His company operates two retail yards in St. Louis.

WILLIAM J. SPUERING, Bookkeeper Hegwein Coal Co., St. Louis, Missouri, was born February 8, 1867, in St. Louis, and has been in the coal business for twenty years. He was formerly connected with Donk Bros. Coal & Coke Co.

ED. E. SQUIER, President Ed. E. Squier Co., St. Louis, Missouri, was born February 14, 1842, in New Jersey, and has been in the coal business ten years.

E. E. SQUIER, JR., Vice President and General Manager Ed. E. Squier Co., St. Louis, Missouri, was born March 30, 1879, in Pierre City, Missouri, and has been in the coal business for nine years. He is now Captain in the Ordnance Department, U. S. R., at Washington, D. C.

ROBERT HAROLD SQUIER, Secretary Ed. E. Squier Co., St. Louis, Missouri, was born September 23, 1884, in St. Louis, and has been in the coal business about ten years.

MICHAEL E. SULLIVAN, coal merchant, La Salle Building, St. Louis, Missouri, was born December 11, 1859, in St. Louis, and has been in the coal business for twenty-five years. He was formerly connected with the Maguire Coal Co., Consolidated Coal Co., and the St. Louis Coal Co.

WILLIAM CLINTON TAYLOR, Sales Agent Johnson City Coal Co., St. Louis, Missouri, was born July 28, 1889, at Divernon, Illinois, and has been in the coal business for twelve years. He was formerly connected with the Madison Coal Corp., Williamson Coal Co., and Southern Illinois Coal & Coke Co.

LOUIS H. TIEMANN, retail coal merchant of 4318 Gravois Ave., St. Louis, Missouri, was born February 10, 1863, in St. Louis, and has been in the coal business for twenty-two years.

FRANK F. TIRRE, Assistant General Manager North Breese Coal & Mining Co., St. Louis, Missouri, was born August 8, 1871, in St. Louis, and has been in the coal business for twenty-five years. Mr. Tirre was formerly connected with the Tirre Coal & Mining Co. and the Northern Colorado Coal Co. Mr. Tirre has served as Secretary of the Fifth and Ninth Districts Coal Operators Association and was Modoc of the St. Louis Order of KoKoal.

HENRY C. TRIER, Sales Agent D. E. McMillan & Co., St. Louis, Missouri, was born September 29, 1877, at St. Joseph, Missouri, and has been in the coal business for over twenty-one years. He was formerly connected with the Madison Coal Corp. and the Western Anthracite Coal & Coke Co. Mr. Trier has served as Treasurer of the St. Louis Coal Club.

ORVILLE VIRDEN, General Manager of the Laclede Coal Co., St. Louis, Missouri, was born in 1878 in Illinois, and has been in the coal business for thirteen years. He was formerly connected with the Smith Lohr Coal & Mining Co., the Southern Illinois Coke & Coal Co., St. Louis & O'Fallon Coal Co., and the West Virginia Coal Co.

NATHAN P. WITHINGTON, President and Treasurer Pioneer Coal & Coke Co., 1106 Syndicate Trust Building, St. Louis, Missouri, was born in San Francisco, California, August 27, 1881, and has been nineteen years in the coal business. He was formerly with DeCamp Bros. and the Yule Iron, Coal & Coke Co., St. Louis.

ALEXANDER YULE, Vice President and Secretary Pioneer Coal & Coke Co., 1109 Syndicate Trust Building, St. Louis, Missouri, was born in England September 19, 1870, and has been in the coal business over a quarter of a century, all in St. Louis. Mr. Yule has held positions of honor in the St. Louis Coal Club, and in 1918 was with the United States Fuel Administration, Washington, D. C., in charge of the distribution of blacksmithing coal in the United States, Canada, Old Mexico, and South America. He is also a member of the Advisory Board of the St. Louis (Federal) Fuel Committee.

MISSOURI

ROBERT W. ALLARDICE, President Allardice Coal Co., Trenton, Missouri, was born October 12, 1862, in Ayrshire, Scotland, and has been in the coal business thirty years.

OSCAR F. ARNOLD of the Arnold Wood & Coal Co., Webb City, Missouri, was born January 7, 1844, in Franklin County, Virginia, and has been in the coal business for fifteen years.

F. WM. AUTENRIETH, Secretary and Treasurer Clayton Supply Co., Clayton, Missouri, was born in Clayton August 3, 1891, and has been in the retail coal business nine years. He was formerly with the St. Louis County Supply Co. Mr. Autenrieth is interested in the Autenrieth Hotel, is Secretary of the George Autenrieth Estate Co., and while one of the youngest coal men in St. Louis County is Chairman of the Organization Committee and Advisory Board of the Fuel Administration for St. Louis County.

CLARENCE J. BAXTER, Secretary Big Creek Coal Co., Kirksville, Missouri, was born August 31, 1870, at Prairie Du Sac, Wisconsin, and has been in the coal business for ten years. He was formerly connected with the Star Coal Co. at Kirksville, Missouri.

FRITZ BOEDEKER, Manager Boedeker Coal Co., Higginsville, Missouri, was born February 19, 1878, and has been in the coal business for twelve years.

WILLIAM BURGER, retail coal merchant of Boonville, Missouri, was born in Baden, Germany, February 20, 1859, and has been in the retail coal business sixteen years.

D. A. CHILDERS, retail coal merchant of La Grange, Missouri, was born in La Grange and bought out the La Grange Coal & Feed Co. in 1911.

GEORGE A. COOPER, retail coal merchant of Neosho, Missouri, was born in 1859 in Pennsylvania, and has been in the coal business for sixteen years.

JAMES L. CREASON, Secretary and Treasurer River Side Coal & Mining Co., Camden, Missouri, was born in Winston, Missouri, November 18, 1883.

CHARLES AUGUSTUS CRUIKSHANK, General Manager Cruikshank Lumber & Coal Co. of Hannibal, Missouri, was born September 3, 1869, in Hannibal, and has been in the coal business for about twenty-five years. Mr. Cruikshank is well known in the trade and has always taken an interest in retail coal association affairs. He was President of the Mid-State Retail Coal Dealers Association in 1901 and 1902; Treasurer of National Council of Retail Coal Merchants, 1901 to 1907; Vice President of the Northwestern Retail Coal Dealers' Association, 1909 to 1915, and since that Vice President Northwestern Traffic and Service Bureau.

JOSEPH C. CULBERTSON, retail coal merchant of Tarkio, Missouri, was born May 17, 1850, at Pittsburgh, Pennsylvania, and has been in the coal business for over thirty-five years.

C. P. DAVIDSON, retail coal merchant of De Soto, Missouri, was born in 1870 in Michigan, and has been in the coal business for the last twelve years.

HENRY T. DEMAREE, General Manager Anaconda Coal Co., Clinton, Missouri, was born in Henry County, Kentucky, November 1, 1862, and has been interested in the mining of coal thirty-six years. He was connected at one time with Demaree & Whitworth and Thompson & Demaree.

CARROLL CASVILLE DE SHON, Manager DeShon & Son, Cameron, Missouri, was born in Buchanan County, Missouri, February 16, 1886, and has been four years in the retail coal business.

WILLIAM A. DOEHERTY, Manager Doeherty Fuel Co., Clinton, Missouri, was born in Kansas in 1889, and has been in the coal business eight years.

JOHN DONAN, retail coal merchant of Mound City, Missouri, was born July 9, 1873, in Mound City, and has been in the coal business for five years.

SAMUEL L. EVANS, retail coal merchant of Cameron, Missouri, was born in Stanberry, Missouri, March 7, 1865.

ANDREW FINLAYSON, senior member of Finlayson & Son, Carrollton, Missouri, was born in Lanarkshire, Scotland, June 24, 1860, and has been thirty-one years in the coal business. He was in business for himself and later with Finlayson & Ryan.

JOHN T. FINLAYSON, junior member of Finlayson & Son, Carrollton, Missouri, was born in Carrollton October 3, 1886, and has been with the present firm since 1906.

J. W. FITZPATRICK of the Clark Coal Co., Perry, Missouri, was born in 1861 in Greenwich, Connecticut, and has been in the coal business for twenty-five years.

ALONZO E. FRAZER of the firm of Frazer & Hall of Savannah, Missouri, was born in 1862 at Cedar Rapids, Iowa, and has been in the coal business for the last two years.

CLARENCE EVERETT FULTON, retail coal merchant of Malta Bend, Missouri, was born March 30, 1857, in Ohio, and has been in the coal business for sixteen years.

EDWARD GANNON, retail coal merchant at Glasgow, Missouri, was born August 1, 1867, and has been in the coal business for seven years. He was formerly connected with the Consolidated Coal Co. of St. Louis.

FRANK J. GITTINGS, coal merchant of Neosho, Missouri, was born March 11, 1875, in St. Paul, Kansas, and has been in the coal business for thirteen years.

STILING PRICE GUTHRIE, General Manager Guthrie & Sons of Mexico, Missouri, was born November 24, 1863, in Mexico, and has been in the coal business for thirty years. The business was started by Joel Guthrie in 1875.

WILLIAM H. HAAS, President Eagle Coal Co., Vandalia, Missouri, was born December 12, 1887, at St. Louis, Missouri, and has been in the coal business for four years.

JAMES F. HAGGART, proprietor Haggart Ice & Fuel Co. at Joplin, Missouri, born March 7, 1866, at Madison, Indiana, and has been in the coal business for fourteen years. He has served as Vice President of Joplin Retail Coal Dealers Association.

EDWARD C. HALL, Manager Aurora Coal Co., retailers at Aurora, Missouri, was born in Neosho, Missouri, November 18, 1868, and has been in the coal business seventeen years. He is also interested in the T. A. Miller Lumber Co., with eight branch yards, all of which handle coal.

WILLIAM HOUK, Treasurer Minden Coal Co., Joplin, Missouri, was born in Ohio, and has been in the coal business since 1914.

CHARLES A. HOWELL, well known retail coal merchant at Springfield, Missouri, was born November 1, 1866, in Ray County, Missouri, and has been in the coal business for sixteen years. Mr. Howell was President of the Springfield Retail Coal Dealers Association for two years and continues to serve as one of the directors.

O. S. HUBERT, General Manager of the Minden Coal Co., Minden Mines, Missouri, was born March 3, 1877, in France, and has been engaged in coal mining fourteen years and in operating coal mines for fifteen years. Mr. Hubert is also President and Manager of the Cherokee-Girard Coal Co. and the O. S. Hubert Coal Co.

FRANK L. JAMISON, retail coal merchant of Shelbyville, Missouri, was born February 8, 1863, in Ralls County, Missouri, and has been in the coal business for seven years.

THOMAS H. JARMAN, retail coal merchant at Bolivar, Missouri, was born in Osage County, Missouri, February 19, 1862, and has been in the coal business seventeen years, all the time in Bolivar. Mr. Jarman was the first retailer to introduce Arkansas semi-anthracite and Illinois bituminous coal in his home city.

WILLIAM N. JENNINGS, Manager Central Coal & Supply Co. of Moberly, Missouri, was born August 28, 1892, in Moberly, and has been in the coal business for eight years. This company wholesales coal and building material and sells the output of several small mines at Huntsville, Missouri. Mr. Jennings was formerly a salesman for the Northern Central Coal Co., The Monon Coal Co., and the Coal Hill Coal Co.

CHARLES P. JOHNSON of the W. E. Johnson Coal Co., Joplin, Missouri, was born April 8, 1877, and is associated in business with his father.

W. E. JOHNSON of the W. E. Johnson Coal Co., Joplin, Missouri, was born July 31, 1845, in Jasper County, Missouri, and has been in the coal business for twenty-five years.

J. GARNET JOLLY, Manager Sedalia Trading Co., Sedalia, Missouri, was born January 26, 1886, in Sedalia.

FLOYD D. JONES, Manager F. D. Jones & Co. of Marshall, Missouri, was born February 3, 1888, at Malta Bend, Missouri, and has been in the coal business for three years. He is interested in a yard at Independence, Missouri.

ERNEST LINWOOD JORDAN, President River Side Coal & Mining Co., Camden, Missouri, was born near Camden, March 17, 1872, and has been in the coal business three years.

CHARLES R. KELLY, General Sales Agent Northern Central Coal Co., Moberly, Missouri, was born September 4, 1891, at Milan, Missouri, and has been in the coal business for six years.

I. C. KNOTTS, Manager Central Coal & Coke Co. of St. Joseph, Missouri, was born March 15, 1865, in Knottsville, West Virginia, and has been in the coal business twenty-eight years. Mr. Knotts is well known to the coal trade of the Southwest and has many warm friends. He was recently elected President of the Missouri Retail Coal Merchants Association.

L. G. KRUEL, retail coal merchant of Washington, Missouri, was born October 16, 1873, and has been in the coal business eighteen years. Mr. Kruel owns and operates a general merchandise store, retail coal business, and is Cashier of the Franklin County Bank.

FRANCIS ASHBY WAKE LEWIN, Superintendent North Breese Coal & Mining Co. of Breese, Illinois, who lives at 436 Park Ave., Webster Grove, Missouri, was born in 1873 in England, and has been in the coal business for twelve years. He has held the position of electrician and superintendent in several large Illinois coal mining companies.

C. E. LINGSWEILER, Buyer J. G. Lingsweiler Lumber Co. of Lebanon, Missouri, was born in Lebanon in 1872. He is associated with his brother, A. S. Lingsweiler, succeeding their father in business.

ROLLA V. MARTIN, Manager C. C. Martin & Son, Excelsior Springs, Missouri, was born February 10, 1882, in Excelsior Springs and has been in the coal business for eight years.

O. J. MAYBERRY, Manager Mayberry, Byington & Tullock at Farmington, Missouri, was born in 1854 in Cumberland County, Pennsylvania, and has been in the coal business for eight years.

ARTHUR FREDERIC McELHENIE, Division Sales Agent of the Pittsburgh & Midway Coal Mining Co. of Joplin, Missouri, was born November 15, 1888, at Peru, Illinois, and has been in the coal business for fifteen years. He was formerly connected with the Fidelity Coal Mining Co.

EDWARD J. McGREW, President McGrew Coal Co. of Lexington, Missouri, a well known Missouri coal operator, was born April 23, 1872, at Lexington, and has been in the coal business for over thirty years. Mr. McGrew has served as a Director of the Southwestern Coal Operators Association.

ARCH F. MEYER, proprietor Arch F. Meyer Fuel & Feed Co., Hannibal, Missouri, was born September 8, 1878, at Hannibal, Missouri, and has been in the coal business for two years.

WILLIAM E. MOORE, coal merchant of Independence, Missouri, was born in Independence March 17, 1877, and has been in the coal business for twelve years.

J. P. MORGAN, retail coal merchant at Duenweg, Missouri, was born December 24, 1858, in Clay County, Illinois, and has been in the coal business about twelve years.

WALTER T. OLDERWORTH, General Manager Clayton Supply Co., Clayton, Missouri, was born in Clayton December 14, 1873, and has been in the coal business twenty-four years. He is also interested in Clayton real estate and St. Louis County farm lands, and active in church work. He was formerly with J. G. Weber Co., Beckmann Bros., and St. Louis County Supply Co.

CHARLES H. PAYSON, retail coal merchant of Macon, Missouri, was born January 4, 1875, in Macon, and has been in the coal business for sixteen years.

ISADORE PICKERING, President Pickering Coal Co. of Richmond, Missouri, who operates six mines in Missouri, was born in 1862 at Kingston, Pennsylvania, and has been in the coal business since May 5, 1889.

JOHN REESE, Manager Crescent Coal Co., Browington, Missouri, was born in Ohio in 1876, and has passed his life about the mines.

P. H. RUTHERFORD, General Manager P. H. & J. T. Rutherford, Hannibal, Missouri, was born January 3, 1869, in Marion County, Iowa, and has been in the coal business sixteen years.

EDWARD SIMPSON, JR., Foreman Central Coal & Coke Co., Bevier, Missouri, was born in England October 24, 1873, and has been in the mining end of the coal business thirty-one years. He was formerly with the North Western Coal & Mining Co.

JAMES CLINTON SPAHR, retail coal merchant of Skidmore, Missouri, was born September 19, 1858, in Xenia, Ohio, and has been in the coal business for fifteen years.

J. G. STARR, President Minden Coal Co., Joplin, Missouri, was born in Illinois, and has been in the coal business for two years.

E. B. STOCKTON of the firm of Stockton & Lampkin of Warrensburg, Missouri, was born March 6, 1869, in Warrensburg, and has been in the coal business fifteen years. The present firm was formed in 1907. Associated with Mr. Stockton are J. H. Lampkin and G. M. Boyd, who also operate the Boyd Coal Co., mining coal and operating a steam shovel. All their coal is sold for local use.

WALTER A. STORRS, President and Treasurer Storrs Ice & Coal Co. of Hannibal, Missouri, was born December 3, 1874, in Hannibal, and has been in the coal business for twenty-three years. This business was established by George W. Storrs, father of Walter A. Storrs, in partnership with James P. Hinton in 1871 and in 1910 the Storrs took over the Hinton interest. The firm does a large retail coal and ice business.

ERNEST A. STORY, Owner and Manager E. A. Story Coal Co., Charleston, Missouri, was born in Charleston July 27, 1891, and has been three years in the retail coal business.

MICHAEL W. SUMMERS of Alma, Missouri, was born in 1846 in Ireland, and has been in the coal business for fifty-five years. Mr. Summers came to Missouri from Pennsylvania in 1867.

J. S. THOMAS, retail coal merchant of Pleasant Hill, Missouri, was born October 13, 1859, at Syracuse, Indiana, and has been in the coal business for over twenty-three years.

JAMES R. TUCKER, retail coal merchant at Fulton, Missouri, was born in November, 1873, in Fulton, and has been in the coal business for the last ten years.

JOHN J. WARD, Superintendent Kansas City-Midland Coal & Mining Co. of Novinger, Missouri, was born in 1862 in Mendota, Missouri, and has been in the coal business for thirty-five years. He was formerly connected with the Mendota Committee and has served on the scale committees of the Southwestern Interstate Coal Operators Association.

THOMAS WEDGE, Superintendent McGrew Coal Co. of Lexington, Missouri, was born July 31, 1872, in England, and has been in the coal business for thirty-two years, sixteen of which have been with this present firm.

MONTANA

MEASURED by the records of many of the states east of the Mississippi river the commercial development of the coal resources of Montana is still very much in the infant stage, but this juniorship is of typical lusty western character and has already attained a production close to 4,000,000 tons per annum, while the extent of the coal measures in the state has attracted wide attention from government geological experts and the output is rapidly growing in practical economic importance. Although limited in its area of distribution, both because of transportation conditions and freight rates and the competition of coals from other fields in the states to the east, demand within its own borders and from the railroads absorbs the greater percentage of the output.

In character the Montana coal fields range from bituminous through sub-bituminous to lignite and are estimated to underlie 34,000 square miles of territory to a depth of two feet and more within the state. The largest field of sub-bituminous and lignitic formation is in the eastern part of the state and includes most of Rosebud, Custer, Dawson and Valley counties. The sub-bituminous coal is classified by the United States Geological Survey as "low grade" and finds its principal market locally in the vicinity of Miles City and Glendive. The eastern section of the lignite area lying in Dawson county—known as the Sentinel Butte field of North Dakota and Montana—is part of the Fort Union region which covers a considerable area in northern Wyoming, eastern Montana, western North Dakota and northwestern South Dakota. Mining on a commercial scale has been developed at Glendive, 25 miles to the west of the Sentinel Butte field, but although operations in the region just named were carried on by the Northern Pacific Railway in the early '80s, these have long since been abandoned and at present the production is of purely local character.

The Bull Mountain field, which the United States Geological Survey believes is destined to take the lead among producing areas in the state, was the subject of geological attention as early as 1881. That part of the field of commercial importance, the eastern, lies south of the Musselshell river, between Roundup and Musselshell, extending southward for a distance of 25 miles and estimated to contain between 500 and 600 square miles of coal lands. As many as 14 distinct beds have been chartered in the Bull Mountains. Some of the measures are from three to five feet thick and one, appropriately known as the "Mammoth Seam," is from eight to 15 feet in thickness.

For the present, however, the Red Lodge field, located in Yellowstone county in the vicinity of Red Lodge and Bear Creek, is of the greatest commercial importance. The coal here is "sub-bituminous in character, but so near the dividing line between sub-bituminous and bituminous that it is rather difficult to classify." The beds in this field, of which seven are known to exist, range from three feet to 12 feet in thickness and cover an area of approximately 32 square miles. "It is about the same quality as the coal of the Bull Mountain field and both are classed as high grade sub-bituminous coals."

The Great Falls field, which enjoys a large share of the copper smelting business at Anaconda and Great Falls, is in Cascade county and is the scene of heavy operations. Mines located at Sand Coulee, Stockett and Belt produce a considerable percentage of the output of the state. Geologically speaking these coal measures extending to the eastward nearly across Fergus county and southwestward for a number of miles up Hound Creek, are, with one exception, the oldest in the state. The principal commercial development, however, is in Cascade county, Lewiston furnishing the leading consuming market for the Fergus county coal.

Of minor importance are the Bridger field of bituminous coal in Carbon county to the east of the Red Lodge sub-bituminous area, the sub-bituminous district along the Milk river in the northwestern part of the state in Chouteau county and the Trail Creek and Electric fields.

The first government record of production in Montana was in 1880, when an output of 224 tons was reported. Developments for the next few years were irregular, jumping from 19,795 tons in 1883 to 80,376 tons in 1884, increasing to 86,440 tons in 1885 and dropping to 49,846 tons the following year and to 10,202 tons in 1887. In 1888 production rose to 41,467 tons and in 1889 had increased to 363,301 tons. Production for the succeeding years was 517,477, 541,861, 802,309, and 927,395 tons respectively. In 1895 the 1,000,000,-

ton mark was passed with an output of 1,504,193 tons. Production statistics since that date are as follows:

Year.	Ton.	Year.	Ton.
1896	1,543,445	1907	2,016,857
1897	1,647,882	1908	1,920,190
1898	1,479,803	1909	2,553,940
1899	1,496,451	1910	2,920,970
1900	1,661,775	1911	2,976,358
1901	1,396,081	1912	3,048,495
1902	1,560,823	1913	3,240,973
1903	1,488,810	1914	2,805,173
1904	1,358,919	1915	2,789,755
1905	1,643,832	1916	3,632,527
1906	1,829,921		

Under normal conditions little of the Montana production has been able to enter markets outside of the state. In 1915, for example, 1,638,750 tons, or approximately 59 per cent., was consumed in Montana. Of this tonnage 122,592 tons were burned at the mines for steam and heat, 105,924 tons were sold locally, and 1,410,234 tons were shipped to various points within the state. The railroads purchased 1,050,319 tons, or approximately 38 per cent. of the output. The remaining three per cent., or 100,686 tons, was distributed as follows: Idaho, 9,311 tons; North Dakota, 11,811; South Dakota, 25,702; and Washington, 20,859.

From the point of view of per capita bituminous consumption Montana, with 4.76 tons, ranks third in the list of states, being exceeded only by Illinois and Delaware. Although its anthracite consumption is very small, .01 ton, the heavy bituminous consumption enables it to maintain a high place in the total per capita consumption. The showing with respect to square mile consumption, however, is naturally far below the country-wide average, being 15 tons against 123 tons. In 1915, Montana drew over 72 per cent. of its coal requirements from its own mines. The total consumption for the state, including 5,000 tons of Pennsylvania anthracite, was 2,258,711 tons. As shown in the preceding paragraph, 1,638,750 tons of this amount were of Montana origin. Wyoming came second, contributing 594,602 tons; Utah third, with 17,301 tons; eastern dock coal receipts totaled 3,000 tons, while an all-rail movement of 58 tons from Maryland, probably for smithing purposes, was also reported.

MONTANA

JOHN AUSTIN BLESSING, coal jobber, Great Falls, Montana, was born August 6, 1887, in White Sulphur Springs, Montana, and has been in the coal business six years. Mr. Blessing was previously connected with the Sandcoulee Coal Co., Monarch Coal Mining Co., Consolidated Coal Co., and the National Fuel Co. He has been engaged in business for himself since February 9, 1918.

JAMES BRODIE, Manager James Brodie & Son, coal operators of Belt, Montana, was born August 16, 1860, in England, and has been in the coal business for seven years.

H. EARL CLACK, President H. Earl Clack Co., retail coal merchants of Havre, Montana, was born in Texas and has been in the coal business for about ten years. He is also interested in the Northern Transfer & Storage Co., operating a coal mine at Havre.

THOS. P. CLUNOW, Secretary, Treasurer and General Manager of the National Fuel Co. of Billings, Montana, was formerly connected with the Great Northern Railway for ten years.

JAMES P. DANSON, President Consolidated Coal Co., Great Falls, Montana, was born July 4, 1876, in England. Mr. Danson has been connected with the Interstate Coal & Coke Co., C. M. Moderwell & Co., and Nelson Coal Co., and Western Representative of Geo. G. Pope & Co. of Chicago for several years.

J. R. ECK, Superintendent Perry-Eck Fuel & Mortar Co., Missoula, Montana, was born September 7, 1887, at St. Paul, Indiana, and has been in the coal business about three years. Before entering his present company Mr. Eck was in the construction business for twelve years.

CHAS. O. FISHER, Manager Fisher Coal & Ice Co., Geraldine, Montana, was born February 26, 1885, at Somerset, Ohio, and has been in the coal business for three years.

PHIL GRENI, President Crystal Ice & Fuel Co., Billings, Montana, was born July 22, 1863, in Germany, and has been in the coal business for eight years.

HENRY H. GRIFFITH, retail coal merchant of Butte, Montana, was born in Iowa, and has been in the coal business for seventeen years. Mr. Griffith is also interested in the Owl Creek Coal Co. of Gebo, Wyoming.

FRANK F. HAYES, President and Manager Western Fuel Co., Butte, Montana, was born in 1874 at Alpena, Michigan, and has been in the coal business five years.

FRED T. HUOTTE, President Pioneer Fuel Co., Butte, Montana, was born February 12, 1884, at Chippewa Falls, Wisconsin, and has been in the coal business for eighteen years. Prior to his present position he was with the Ohio Coal Co., Chequamegon Ice Co., and George W. Miars of Ashland, Wisconsin.

R. J. JOHANNES, President National Fuel Co., Helena, Montana, was born June 17, 1870, at Humboldt, Michigan, and has been in the coal business for twenty years. Mr. Johannes has been President of the Helena Retail Coal Dealers Association.

W. E. MARTIN, Manager Glendive Transfer Co., retailers of coal at Glendive, Montana, was born November 20, 1870, at St. Louis, Michigan, and has handled coal for the past three years.

ROBERT A. KELLY, Manager Washoe Coal Co., Anaconda, Montana, was born in 1882 at St. Martins, Ohio, and has been in the coal business for the past year. His partner, W. H. Fuchscherer, a native of Menasha, Wisconsin, has lived in Anaconda, Montana, for sixteen years, and is interested in the Anaconda Brewing Co., Anaconda Ice Co., Kentucky Liquor Co., and Washoe Coal Co. He enlisted and left for Camp Lewis, Washington, March 29, 1918.

CHARLES H. LANE, Manager of National Fuel Co. at Butte, Montana, was born May 13, 1854, at Natick, Massachusetts, and has been in the coal business for twenty years. Mr. Lane was previously connected with the Western Fuel Co., Harris & Lane Co., and the Wyoming Coal Mining Co. He was also Mayor of Butte from 1915 to 1917.

L. M. McALLISTER, proprietor Black Coal & Transfer Co., Great Falls, Montana, was born December 21, 1867, at Logansport, Indiana, and has been in the coal business for the past two years. Previous to going into business for himself Mr. McAllister was for fifteen years Superintendent of the Great Falls Street Railway.

GEORGE L. ONSTAD, retail coal merchant of Westby, Montana, was born July 6, 1872, at Red Wing, Minnesota, and has been in the coal business for ten years.

JOHN PEARSON, Superintendent Cottonwood Coal Co., coal operators at Stockett, Montana, was born in 1868 at Braidwood, Illinois, and has been in the coal business for thirty years. Previous to going with this present company Mr. Pearson was with the Carbon Coal Co., Big Sandy Coal Co., and for seven years retailed coal at Great Falls, Montana.

CHESTER C. PERRY, Manager Perry-Eck Fuel & Mortar Co., formerly the O. W. Perry Co., Missoula, Montana, was born September 19, 1880, in Kansas, and has been in the coal business for eight years.

GEORGE M. PIERCE, one of the proprietors and operators of the Peerless coal mine at Plentywood, Montana, was born February 8, 1863, in Dubuque, Iowa, and has been in the coal business ten years.

FRANK ERWIN SMITH, Manager Hoffman Coal Co., retail coal merchants of Helena, Montana, was born in New York, and has been in the coal business eleven years. Mr. Smith was formerly connected with the Trail Creek Coal & Land Co.

W. CARTER SNELL, proprietor Snell Bros., retail coal merchants of Miles City, Montana, was born in Miles City in July, 1884, and has been in the coal business for nine years. Previous to forming his present company Mr. Snell was Manager of the Peoples Coal Co.

FRED H. STURM, member of the firm of Sturm & Yaw, wholesalers of coal at Great Falls, Montana, was born October 14, 1885, at Shannon, Illinois, and has been in the coal business for twelve years. Mr. Sturm is also Vice President of the Carbon Coal & Coke Co. of Sandcoulee, Montana, and Secretary-Treasurer of the Cascade County Coal Operators' Association. Previous to going into business for himself Mr. Sturm was Sales Agent for The Sheridan Coal Co., Roundup Coal Mining Co., and the Bear Creek Coal Co.

R. L. WHEELER, one of the proprietors and operators of the Peerless coal mine at Plentywood, Montana, was born May 6, 1882, in Tipton, Indiana, and has been in the coal business seven years.

NEBRASKA

ALTHOUGH portions of the western interior coal field (Missouri, Kansas and Iowa) underlie the southeastern section of Nebraska, the existence of workable beds in this area is still a matter of speculation, so that it is solely as a coal consumer that this state at present holds the attention of the commercial side of the industry. Like Iowa and Minnesota it has been one of the battle fields in the market competition between coals mined east of the Indiana-Ohio state line and those produced in Illinois and Indiana. It has also been one of the meeting places for coals mined east and coals mined west of the Mississippi river. Under normal conditions its principal market, Omaha, had the reputation of handling coals from more different mining fields than any other city in the United States. From the East it was drawing anthracite, smokeless, splints, smithing and Kentucky gas and general bituminous coals, Illinois was shipping from several fields, but more particularly the southern; Indiana sent some coal; Arkansas offered its smokeless and semi-anthracites; Colorado its anthracite and bituminous coal; Iowa, Kansas and Missouri the coals from the western interior field and Wyoming its product.

Exclusive of 527,300 tons of Pennsylvania anthracite and approximately 100,000 tons of various kinds of coal moving from off of the docks the total consumption of the state in 1915 was 3,088,180 tons. The sources of supply and the tonnages received from each coal-producing state were as follows: Arkansas, 120,376 tons; Colorado, 422,320; Illinois, 938,905; Indiana, 2,833; Iowa, 143,108; Kansas, 774,937; Kentucky, 92,091; Missouri, 203,337; New Mexico, 339; Pennsylvania bituminous, 24,963; West Virginia, 1,553; Wyoming, 363,418 tons.

The per capita consumption for the state, 2.95 tons in 1915, is slightly over the average for the country as a whole. The bituminous coal figure of 2.53 tons is .49 ton greater while the anthracite falls .36 ton short of attaining the national average of .78 ton. Due largely to the high percentage of land devoted to farming and general agricultural purposes, the square mile consumption during that year was only 48 tons.

WILLIAM R. BROOKS, Lincoln, Nebraska,
President of W. R. Brooks Coal Co. of Lincoln, Nebraska, was born at York, Nebraska, December 16, 1876, and has been in the coal business for fifteen years. Mr. Brooks was formerly connected with the Consolidated Fuel Co. of Fremont, Nebraska.

HERBERT T. FOLSOM, Lincoln, Nebraska,
Secretary and Treasurer of the Union Coal Co. of Lincoln, Nebraska, was born in Brooklyn, New York, in 1870 and has been in the coal business almost a quarter of a century. Mr. Folsom is the only active man in the company and is also a Director of the North Western Traffic and Service Bureau and has always taken an active interest in movements for the betterment of trade conditions.

SAMUEL S. SEELY, Lincoln, Nebraska,
President and Manager of the Consumers Coal Co., engaged in the retail coal business at Lincoln, Nebraska, was born at Bennett, Nebraska, February 22, 1879, and has been in the coal business for sixteen years. Mr. Seeley was associated with J. M. Clarke in the City Fuel Co. before organizing this present company. Previous to that time he was connected with Schaupp & Hurd, Charles B. Gregory, and Marsh-Burke Co.

SETH SERAT SWIFT, Lincoln, Nebraska,
Vice President of the National Supply Co., Inc., doing a jobbing business at Lincoln, Nebraska, was born at Addison, New York, February 1, 1881, and has been in the coal business for fifteen years. He counts among his customers many of the leading retailers in Nebraska and Iowa.

G. W. MEGEATH, Omaha, Nebraska,
President of the Sheridan Coal Co., one of the largest producing companies in the West, was born in Londen County, Virginia, June 1, 1857, and has been in the coal business for thirty-one years. Mr. Megeath is also interested in the Roundup Coal Mining Co. and was formerly connected with C. B. Havens & Co., Union Pacific Coal Co., and the Central Coal & Coke Co. He is prominent in the trade and widely known.

FORREST RICHARDSON, Omaha, Nebraska,
General Sales Manager of the Sheridan Coal Co., with headquarters at Omaha, Nebraska, was born in Charlestown, West Virginia, April 29, 1869, and has been in the coal business twenty-eight years. Mr. Richardson was formerly connected with C. B. Havens & Co. and the Central Coal & Coke Co. and is at present interested in the Roundup Coal Mining Co.

E. B. CARRIGAN, Omaha, Nebraska,
Late President of the E. B. Carrigan Co., of Omaha, Nebraska, was born in New York, September 1, 1866, and had been in the coal business almost a quarter of a century at the time of his death in 1917. Mr. Carrigan was formerly connected with the Central Coal & Coke Co. of Kansas City, Missouri.

ARTHUR BISSELL CURRIE, Omaha, Nebraska,
Proprietor of the A. B. Currie Co. of Omaha, Nebraska, was born at Denver, Colorado, September 4, 1876, and has been in the coal business for twenty-five years. Mr. Currie was formerly connected with the Binford Coal Co. and Colorado Coal & Coke Co. of Pueblo, Colorado, Grand Junction Mining & Fuel Co., Grand Junction, Colorado, Glen Rock Coal Co., Glen Rock, Wyoming, and Fidelity Coal Mining Co. of Kansas City, Missouri. He is also a member of various prominent clubs of Omaha, as well as several fraternal orders, being a pioneer member of the Pueblo, Colorado, Lodge of Elks and several Masonic bodies.

GEORGE W. GARDNER, Omaha, Nebraska,
Vice President and Manager of the Carbon Coal & Supply Co. of Omaha, Nebraska, was born at West Unity, Ohio, in 1876, and has been in the coal business for fifteen years. Mr. Gardner was formerly connected with C. B. Havens & Co. of Omaha and Breese-Trenton Mining Co. of St. Louis, Missouri, and was active in the Order KoKoal. He is one of the most popular coalmen in the Missouri River territory.

FREDERICK S. MARTIN, Omaha, Nebraska,
President and Manager of F. S. Martin & Co., doing a wholesale coal business in Omaha, also Vice President and Treasurer of the Peoples Coal Co., a retail firm in Omaha, was born in Danville, Illinois, January 30, 1877, and entered the coal business as Omaha representative of the Manufacturers Coal & Coke Co. of Chicago in April, 1904.

NEBRASKA—Lincoln

JESSE M. CLARK, Secretary and Treasurer of the Consumers Coal Co. of Lincoln, Nebraska, was born at Waverly, Iowa, December 12, 1885, and has been in the coal business for ten years. He was formerly connected with the City Fuel Co. and the Gregory Coal Co. of Lincoln.

LANDY CLARK, President Landy Clark Co., Lincoln, Nebraska, was born at Marion, Ohio, in 1864, and has been in the coal business twenty-four years. Mr. Clark is President of the Clark Lumber Co. and the Gering Lumber Co.

MARION TAYLOR CUMMINGS, President of the M. T. Cummings Coal Co. of Lincoln, Nebraska, was born in Van Buren County, Iowa, June 21, 1862, and has been in the coal business for thirty-two years. Mr. Cummings has been connected with A. J. Griffin of Lawrence, Kansas, and Cummings & Laughlin and Cummings & Pease of Beatrice, Nebraska.

JOSEPH HOMER DEADMAN, Secretary of the National Supply Co. of Lincoln, Nebraska, was born in Mahomet, Illinois, April 30, 1881, and has been in the coal business for eight years.

JOHN T. DORGAN, President of the Whitebreast Coal & Lumber Co. of Lincoln, Nerbaska, a native of Taunton, Massachusetts, was born June 16, 1866, and has been in the coal business for thirty-two years.

WILLIAM D. EASLEY, Manager of the Easley-Graham Co. of Lincoln, Nebraska, was born in Halifax County, Virginia, and has been in the coal business for ten years.

SAMUEL A. FOSTER, President of the S. A. Foster Lumber Co. of Lincoln, Nebraska, was born at Leavenworth, Kansas, September 18, 1858, and has been in the coal business almost forty years. Mr. Foster was formerly connected with Foster & Smith Lumber Co.

EDWARD V. GIESLER, proprietor of the Giesler Coal Co., doing a retail business at Lincoln, Nebraska, was born at Lincoln, March 23, 1878, and has been in the coal business for sixteen years. He was with the Whitebreast Coal & Lumber Co. for eight years prior to forming this company.

JOSEPH F. HUTCHINS, President of the Hutchins & Hyatt Co. of Lincoln, Nebraska, was born at Lowell, Massachusetts, September 25, 1853, and has been in the coal business at the same location since 1876.

J. H. JOHNSON, Manager of the Western Brick & Supply Co., doing a retail coal business at Lincoln, Nebraska, is a native of Nebraska, born June 15, 1887, and has been in the coal business for ten years.

W. L. McCLAY, member of the Hutchins & Hyatt Co., retailers at Lincoln, Nebraska, was born in Illinois in 1869, and has been in the coal business for twenty years. Mr. McClay was formerly connected with the Whitebreast Coal & Lumber Co.

HAROLD BANCROFT MILES of Lincoln, Nebraska, was born at Jerseyville, Illinois, June 15, 1879, and has been in the coal business for seventeen years. Mr. Miles is also Secretary and Treasurer of the Grand River Coal Co. of Cainesville, Missouri, and was formerly connected with the Cambria Mining Co. of Cambria, Wyoming, and C. B. Havens & Co. of Omaha, Nebraska.

GEORGE I. SMITH, Manager of the Smith-McCain Co., doing a retail coal business at Lincoln, Nebraska, was born at Moline, Illinois, December 4, 1857, and has been in the coal business for thirty years. Mr. Smith was formerly connected with A. H. Weir & Co. of Lincoln.

GEORGE W. VOSS, President and Treasurer of the Geo. W. Voss Co. of Lincoln, Nebraska, was born at State Center, Iowa, in 1874, and has been in the coal business for twenty years. Mr. Voss has other coal and lumber interests at Weeping Water, Nebraska. He was formerly connected with the Voss Lumber Co. of Belle Plain, Iowa.

JOHN H. YOST, President and General Manager of the J. H. Yost Lumber Co., retail coal merchants at Lincoln, Nebraska, was born July 20, 1859, and has been in the coal business for twenty-seven years. Mr. Yost is also interested in the Sutton Lumber Co., which, together with the J. H. Yost Lumber Co., operates a great many branches throughout Nebraska.

NEBRASKA—Omaha

WOOD ALLEN of the Allen & Reynolds Coal Co., wholesalers engaged in business at Omaha, Nebraska, was born at Leslie, Michigan, on November 13, 1870, and has been in the coal business almost thirty years. Mr. Allen was formerly connected with the Nebraska Fuel Co. and was Pictor of the Omaha Breaker of the Order KoKoal.

JOS. T. BEATTY, retailer engaged in the coal business at Omaha, Nebraska, was born in Ohio, July 11, 1846, and has been in business for himself for seventeen years.

JEFF W. BEDFORD, President of Jeff W. Bedford Co., retailers at Omaha, Nebraska, was born at Lexington, Nebraska, in 1845, and has been in the coal business for forty years. Mr. Bedford was formerly connected with the Rich Hill Coal Co., American Fuel Co., and Oak Block Coal Co., and has been in business at Omaha since 1881 and is a pioneer coal dealer of his city.

ALBERT W. BONNER, President of the A. W. Bonner Coal & Ice Co. of Omaha, Nebraska, was born at Omaha, June 12, 1886, and has been in the coal business for twenty years. Mr. Bonner was formerly connected with the J. C. Kehoe Coal Co. and C. B. Havens Co.

EDWARD P. BOYER, Manager of the Boyer-Van Kuran Lumber & Coal Co. of Omaha, Nebraska, was born at Omaha, December 10, 1879, and has been in the coal business for eleven years.

FRANK A. BROADWELL, 4724 South 24th Street, Omaha, Nebraska, is President and Manager of the Broadwell-Roberts Co., and has been engaged in the coal business twenty-four years. He was formerly with the Sunderland Bros. Co., at Omaha. He was born in Plattsburg, New York, July 3, 1859.

MOSHIER G. COLPETZER, President Chicago Lumber Co. of Omaha, Nebraska, was born in Omaha in 1877 and has been in the coal business twenty years, having built up a large organization with many branches.

GILBERT S. DONOHO, proprietor of the Donoho Coal Co., wholesalers at Omaha, Nebraska, was born at Troy, Illinois, November 17, 1876, and has been in the coal business for twelve years. He was formerly connected with the Donoho-Engler Coal Co. and Donoho & Son.

FRANK W. ENGLER, Manager of the Engler Coal & Supply Co. of Omaha, Nebraska, was born at Omaha, January 19, 1877, and has been in the coal business for eight years. Mr. Engler was formerly connected with the Donoho-Engler Coal Co.

FRANK A. FITZGERALD, Division Manager of the Baum Coal Co. at Omaha, Nebraska, was born at Maysville, Kentucky, June 19, 1884, and has been in the coal business for twelve years. Mr. Fitzgerald, before his connection with this company, was with the McAlester Fuel Co. and the New River Consumers Coal Co.

RAY C. GODDARD, President and General Manager of the Peoples Coal Co., well known retailers of Omaha, Nebraska, was born at East Dubuque, Illinois, June 19, 1884, and has been in the coal business for twelve years. Mr. Goddard was formerly connected with the Union Pacific Coal Co. and Central Coal & Coke Co. of Omaha.

GEORGE E. HARDING, proprietor of G. E. Harding Coal Co., engaged in business at Omaha, Nebraska, was born in Iowa February 8, 1872, and has been in the coal business for himself three years.

ANSON L. HAVENS, proprietor of the Havens Coal Co., retailers at Omaha, Nebraska, was born at North Amherst, Ohio, August 6, 1860, and has been in the coal business for twenty-one years. He was formerly connected with the Tom Collins Havens Coal Co. and the Havens-White Coal Co. Mr. Havens was active in the Order KoKoal and is President of the Northwestern Traffic and Service Bureau.

EDWARD E. HOWELL, proprietor of Edward E. Howell & Son, retailers at Omaha, Nebraska, was born in Canada August 4, 1860, and has been in the coal business almost forty years. This business was started in 1880 by S. J. Howell, his father, and taken over by him in 1892, and he is being assisted by S. J. Howell, Jr., his son.

EDWARD H. HOWLAND, President of the E. H. Howland Lumber & Coal Co. of Omaha, Nebraska, was born at Cincinnati, Ohio, on March 29, 1851, and has been in the coal business for thirty years.

CHARLES WATSON HULL, President of the C. W. Hull Co., doing a wholesale coal business at Omaha, Nebraska, was born at Coldwater, Michigan, in 1864, and has been in the coal business for thirty years.

FRANK A. MANLEY, Vice President and General Manager of the Union Pacific Coal Co. at Omaha, Nebraska, was born at La Rue, Ohio, March 13, 1867, and has been in the coal business for thirty years. Mr. Manley is also interested in the Porter Fuel Co. of Colorado as Vice President and was formerly connected with the Kemmerer Coal Co. of Wyoming.

WINDSOR F. MEGEATH, Vice President and Secretary of the Sheridan Coal Co., wholesalers at Omaha, Nebraska, is a native of Omaha, and has been in the coal business for seven years.

LOUIS NELSON of the Allen & Reynolds Coal Co. of Omaha, Nebraska, was born at Marshalltown, Iowa, November 16, 1878, and has been in the coal business for fifteen years. Mr. Nelson was formerly connected with C. B. Havens & Co. and Baum Coal Co. of Omaha.

G. LYNN PARSONS, President of the Central Coal & Coke Co., large wholesale concern at Omaha, Nebraska, was born at Kansas City, Missouri, August 17, 1883, and has been in the coal business for fifteen years. Mr. Parsons has been with this company since its inception.

RONALD L. PATERSON, President of the Nebraska Fuel Co. of Omaha, Nebraska, is a native of Omaha, born April 12, 1885, and has been in the coal business for twelve years. Mr. Paterson is also President of the Elk Creek Mining Co. of Colorado.

GEORGE W. PLATNER, proprietor of the Farmers Lumber Co. and Platner Lumber & Coal Co. of Omaha, Nebraska, was born at Glidden, Iowa, October 31, 1871, and has been in the coal business for six years, operating four yards in Omaha at present.

LOUIS N. PLATNER, Manager of the Platner Lumber & Coal Co., doing a retail business at Omaha, Nebraska, was born at Glidden, Iowa, in 1880, and has been in the coal business for five years.

ALFRED REDMON, senior member of Alfred Redmon Co., engaged in retail coal business at Omaha, Nebraska, was born at Cicero, Indiana, July 25, 1851, and has been in the coal business for thirty years. Mr. Redmon was formerly connected with the Moore Loring Co., Le Mars, Iowa, and A. Redmon Lumber Co., Moville, Iowa.

CHARLES M. REYNOLDS, Vice President and Treasurer Nebraska Fuel Co., handling coal at wholesale and retail at Omaha, Nebraska, was born in North Platte, Nebraska, January 1, 1890, and has been in the coal business about a year. Mr. Reynolds has been in the banking business ten years and is President of the Maxwell State Bank of Maxwell, Nebraska. He is also Vice President of The Elk Creek Mining Co. of Pool, Colorado.

SAMUEL W. REYNOLDS, partner in the Allen & Reynolds Coal Co., wholesalers at Omaha, Nebraska, was born at Omaha, August 11, 1890, and has been in the coal business for eight years. He was formerly connected with the Nebraska Fuel Co. Mr. Reynolds is a famous golf player and is at present in the service of his country.

FRED J. SILVERS, Sales Agent of the McAlester Fuel Co., doing business at Omaha, Nebraska, was born at Ottumwa, Iowa, May 7, 1885, and has been in the coal business for six years.

GEORGE M. WALLACE, Secretary of the Nebraska Fuel Co., selling coal at wholesale and retail at Omaha, Nebraska, was born at Omaha, March 12, 1887, and has been in the coal business for six years. Mr. Wallace was formerly connected with the Coal Hill Coal Co.

S. J. WELSH, President of Welsh Bros. Co., handling coal at wholesale at Omaha, Nebraska, was born at Youngstown, Ohio, December 8, 1877, and has been in the coal business almost twenty years.

CHARLES A. WESTERFIELD, retailer doing business at Omaha, Nebraska, was born in Illinois in 1857, and has been in the coal business for fifteen years. Mr. Westerfield was formerly connected with Constant & Squires.

GEO. D. WILLIAMS, Assistant to General Sales Agent Sheridan Coal Co., Omaha, Nebraska, was born in Berlin, Wisconsin, November 12, 1877, and has been in the coal business twelve years. He was formerly connected with C. B. Havens & Co.

NEBRASKA

C. E. ALTER of Joe Alter & Son, retail coal merchants of Alma, Nebraska, was born October 14, 1882, in Burlington, Iowa, and has been in the coal business for twenty-four years.

GEO. ARNOLD, Manager of the retail coal business of Wm. Wieters, Harbine, Nebraska, was born February 18, 1864, in Germany, and has been in the coal business for twenty years.

SAMUEL D. AYRES, retail coal merchant of Central City, Nebraska, was born October 30, 1860, in Ohio, and has been in the coal business for twenty-six years. Mr. Ayres also retails coal at Archer, Nebraska.

WILLIAM HENRY BARTEN, retail coal merchant of Gordon, Nebraska, was born March 31, 1870, at North Boston, New York, and has been in the coal business for ten years. Mr. Barten is extensively interested in patents, which he is putting on the market from time to time.

WILLIAM W. BIRGE, President W. W. Birge Co., retailers of coal at North Platte, Nebraska, was born in New York, and has been in the coal business for thirty-seven years in North Platte. Mr. Birge was formerly connected with Birge & Trees.

CRESSIE J. BLANCHARD, Manager McGregor Bros. & Co., retailers of coal at Walthill, Nebraska, was born June 17, 1880, in Golconda, Illinois, and has been in the coal business eight years. Mr. Blanchard has been unusually successful and built up a splendid reputation through unique advertising. He was Manager of McGregor Bros. & Co. at Winnebago, Nebraska, before being transferred to his present location.

DAVID J. BRAKEMAN, retail coal merchant of York, Nebraska, was born November 9, 1858, in Pennsylvania, and has been in the coal business for twenty-eight years. Previous to going into business for himself, Mr. Brakeman was for eleven years with J. Morrison in York, the first coal man in the city. Mr. Brakeman came to York when only two small houses were there, though no one had ever lived in them, they having been built for pioneers of the county. The city is now one of the best in the state.

EDWARD W. BRYANT, retail coal merchant of Tekamah, Nebraska, was born December 13, 1848, at Worcester, Massachusetts, and has been in the coal business for thirty-three years.

ARMSTRONG O. BURKET of the firm of Burket & Feldkirchner, retailers of coal at Beatrice, Nebraska, was born December 23, 1863, at Dixon, Illinois, and has been in the coal business for six years. He was formerly Manager of A. O. Burket & Co.

A. F. CAMERON, Sales Agent of the Aztec Coal Mining Co. of Hastings, Nebraska, was born October 9, 1884, at Mason City, Iowa, and has been in the coal business for eight years. Mr. Cameron was formerly connected with the Oakdale Coal Co. of Denver, Colorado, and the Southwestern Coal Co. of Amarillo, Texas.

GEO. E. CHENEY, Secretary and General Manager Johnson & Cheney, retail coal merchants of Fremont, Nebraska, was born August 31, 1887, at Griswold, Iowa, and has been in the coal business about six years.

FRANK E. COE, retail coal merchant of Nebraska City, Nebraska, was born in 1860 in Nebraska City, and has been handling coal for fourteen years.

W. S. CORNUTT, Manager L. F. Cornutt & Son, Nebraska City, Nebraska, was born February 27, 1862, in Nebraska City, and has been in the coal business for thirty-two years. The firm started in coal exclusively in 1879, but since 1884 have been handling lumber and coal.

L. L. CORYELL, JR., retail coal merchant of Auburn, Nebraska, has been in the coal business for twelve years.

JOHN A. CRAVEN, retail coal merchant of Exeter, Nebraska, was born in 1854 in Cheshire County, England, and has been in the coal business for twenty-seven years. Mr. Craven is also interested in the Craven Lumber Co., Osceola, Nebraska.

J. H. DAVISON, proprietor J. H. Davison & Son, Ainsworth, Nebraska, was born June 30, 1860, in New Jersey, and has been in the coal business for thirty years. Mr. Davison was formerly connected with Davison & Harrie.

FRED DE LA MATYR, retail coal merchant of Fremont, Nebraska, was born December 18, 1853, at Middleton, Wisconsin, and has been in the coal business for thirty-four years.

JOHN A. DOBBS, proprietor John A. Dobbs Grain Co., retailers of coal at Beatrice, Nebraska, was born February 23, 1863, in Beatrice, and has been in the coal business for twenty years. Mr. Dobbs also retails coal at Virginia, Tate and Armour, Nebraska.

JOHN DOLEZAL, retail coal merchant at Wahoo, Nebraska, was born May 13, 1862, in Bohemia, and has been in the coal business for eleven years.

WILLIAM O. EICHELBERGER, Manager Eichelberger Lumber Co., Tilden and Norfolk, Nebraska retail coal merchants, was born March 7, 1880, at Western Star, Ohio, and has been in the coal business fourteen years.

E. FELDKIRCHNER of the firm of Burket & Feldkirchner, who conduct coal and wood yards at Beatrice, Nebraska, was born in 1860 in Pennsylvania, and has been in the coal business six years. He was with A. O. Burket & Co. before forming his present connection.

LOUIE GRAFF, retail coal merchant of Beatrice, Nebraska, was born March 3, 1862, in Beatrice, and has been handling coal for twenty-eight years.

HARRY E. HARDY, retail coal merchant of Norfolk, Nebraska, was born February 2, 1861, at Decatur, Illinois, and has been in the coal business for thirty-five years. He is one of the progressive retailers in his section.

JAMES H. HURSH, Manager Bossemeyer Bros., retailers of coal at Superior, Nebraska, was born July 23, 1861, at Newville, Pennsylvania, and has been in the coal business for twenty years. Mr. Hursh was previously connected with Thos. Cochrane.

NELS MARTIN JOHNSON, President and Treasurer Johnson & Cheney, retailers of coal at Fremont, Nebraska, was born March 9, 1873, in Sweden, and has been in the coal business for twelve years.

O. A. JOHNSON, Manager Johnson, Evers & Co., retail coal merchants of Laurel, Nebraska, was born August 14, 1877, at St. Paul, Minnesota, and has been in the coal business for nine years.

A. K. LAMMERS, retail coal merchant of Hartington, Nebraska, was born June 23, 1870, at St. Helena, Nebraska, and has been in the coal business for twenty years.

WILBUR G. LIGGETT, Manager Liggett Lumber & Coal Co., retail coal merchants of York, Nebraska, was born December 14, 1880, in Fremont County, Iowa. The business was established in 1885 at Riverton, Iowa, by Manley Liggett, and carried on under that name. In 1891 the business was started under the name of M. Liggett & Son at Hamburg, Iowa, until 1909, and since then it has been run very successfully at York, Nebraska, as Liggett Lumber & Coal Co.

LOUIS E. MANN, retail coal merchant of Creighton, Nebraska, was born May 4, 1870, at Walcott, Iowa, and has been in the coal business for seventeen years. Previous to entering business for himself Mr. Mann was connected with the Peavey Elevator Co.

IRVING CLAYTON MAUST, retail coal merchant of Falls City, Nebraska, was born May 15, 1868, in Pennsylvania, and has been in the coal business for twenty-seven years. I. C. Maust is the successor of Maust & Son.

CLARENCE J. MILES, Hastings, Nebraska, President of the Grand River Coal Co., Cainsville, Missouri, was born May 25, 1866, in Jerseyville, Illinois, and has been in the coal business ten years. He also operates a line of grain elevators. Mr. Miles was formerly with the Cambria Mining Co.

CHARLES E. MILKS, Manager Hays Lumber Co., retailers of coal at Crete, Nebraska, was born September 16, 1873, at Freeport, Illinois, and has been in the coal business for fourteen years. Mr. Milks was previously with the Brillard Lumber Co. of Palisade, Nebraska, for five years, and the Chicago Lumber Co. of Osceola, Nebraska, for seven years.

H. MORGENSTERN, retail coal merchant of Auburn, Nebraska, was born June 17, 1859, at Havana, Illinois, and has been in the lumber, coal, grain, stock and banking business twenty-eight years. He has been in every state and territory in the United States, around the world, from North to South America, and in the islands of the seas.

JAMES B. NORTHCUTT., retail coal merchant at Nebraska City, Nebraska, was born January 11, 1832, at Millersburg, Kentucky, and has been in the coal business for many years. Previous to going into business for himself Mr. Northcutt was connected with Northcutt & Dickey.

HAROLD EDWARD OLINE, General Manager Lightner-Dusatke Co., retailers of coal at Lynch, Nebraska, was born January 14, 1892, at Monroe, Nebraska, and has been in the coal business for four years.

ALBERT B. OUTHOUSE, President and Manager Keystone Lumber Co., retailers of coal at Loup City, Nebraska, was born May 22, 1862, at Carlyle, Illinois, and has been in the coal business thirty-five years.

DAVID PETERS, retail coal merchant at Valentine, Nebraska, was born in Chester, Pennsylvania, and has been in the coal business for twenty-five years.

MERION A. PHELPS, President and General Manager D. R. Phelps Lumber & Coal Co., Wahoo, Nebraska, was born June 10, 1871, in Saunders County, Nebraska, and has been in the coal business twenty-six years. The business was established in 1879 by D. R. Phelps, and in 1907 was incorporated as the D. R. Phelps Lumber & Coal Co., with D. R. Phelps as President and M. A. Phelps as Secretary and General Manager. After the death of D. R. Phelps in August, 1907, M. A. Phelps succeeded him as President and General Manager, and is now operating yards at Wahoo, Valley, Ithaca, and Touhy, Nebraska.

J. O. ROWLAND, Secretary Rowland Lumber & Coal Co., Bethany, Nebraska, was born January 27, 1869, at Brighton, Iowa, and has been in the coal business for about twenty-five years. He was previously connected with the Avoca Lumber Co.

AUGUST SACK, Manager and Treasurer of the Sack Lumber & Coal Co. of Dorchester, Nebraska, was born March 13, 1891, at Sutton, Nebraska, and has been in the coal business for two years. Mr. Sack also has retail yards at Crete, Ord and Polk, Nebraska.

WILLIAM SACK, Manager Sack Lumber & Coal Co., Ord, Nebraska, was born May 4, 1889, in Sutton, Nebraska, and has been in the coal business for five years. The Sack Lumber & Coal Co. also operates coal yards at Crete, Dorchester and Polk, Nebraska.

W. S. SHANEYFELT, Manager W. S. Shaneyfelt Lumber Co., retailers of coal at Aurora, Nebraska, was born January 20, 1880, in Fayette County, Pennsylvania, and has been in the coal business eight years. Mr. Shaneyfelt is also retailing coal at Bertrand, Smithfield, Beaver City and Long Pine, Nebraska. He was formerly interested in the A. W. Hickman Lumber Co.

J. E. SHEARER, retail coal merchant of Hebron, Nebraska, was born October 13, 1860, at Cambridge, Wisconsin, and has been in the coal business since 1894.

H. L. STUART, retail coal merchant of Lexington, Nebraska, was born September 25, 1878, in Polk County, Iowa, and has handled coal off and on for twelve years. He was formerly connected with Geo. A. Hoagland.

FRANK W. WEST, member of the firm of F. W. & A. J. West, retail coal merchants of Wisner, Nebraska, was born March 2, 1858, in Chicago, Illinois, and has been in the coal business twenty-nine years.

CHARLES WESLEY WOOD of Aurora, Nebraska, traveling salesman for the Sheridan Coal Co. of Omaha, was born April 27, 1855, at Danville, Illinois, and has been in the coal business for twenty-one years. His entire business experience has been with the Sheridan Coal Co. He is also stockholder in the Roundup Coal Mining Co., with mines at Roundup, Montana. Mr. Wood is one of the best known coal salesmen in the West.

NEVADA

NEVADA, with its sister state of California, escapes by the narrow margin of one ton having the lowest square mile consumption record of any section of the Union. Arizona with her one ton per square mile holds first honors in that respect. Upon a per capita basis, however, the showing for Nevada is more favorable, its bituminous consumption of 2.12 tons being slightly above the average. Because, however, no anthracite is used, the general average falls below that for the country as a whole. In point of total tonnage used Nevada is also dangerously near the bottom of the list of states, but here, too, it yields the prize to Arizona by a comfortable margin of safety. Figures for 1915 show an approximate total consumption of 217,412 tons in Nevada. The greater part of this, 169,928 tons, came from Utah. Together with that state it burned 2,526 tons of Colorado coal. During the year under review a small quantity of coal produced within the state was also consumed. This tonnage is included in totals shown under California. Wyoming contributed 44,523 tons, West Virginia 300, and New Mexico 135 tons, to Nevada's requirements.

Nevada entered the ranks of coal-producing states in a tentative way in 1911, when development was started on a bed of lignite at Coaldale, in Esmeralda county. Production was maintained on a very small scale during the period 1911-1915, but the mine was idle in 1916. The Nevada output for 1911, 1912 and 1913 is included with the production reported under Idaho, and for 1914 and 1915 is combined with California and Idaho production.

THE NEW ENGLAND STATES

IN no other section of the country perhaps is the close relationship between coal and commercial advancement better illustrated than in the New England States. It is true that, with the exception of limited anthracite deposits in Rhode Island, which have never attained any marked degree of successful exploitation, so far as known this section of the United States, so aptly characterized as the great workshop of the country, is without coal resources of its own, but its close proximity to the high grade coals of West Virginia and Pennsylvania, particularly by water routes, combined with the other advantages of its location, such as early settlement and development, the character of its chief manufacturing industries and its outlets to the markets of the interior and overseas, have given it a front rank position in coal trade history. So clearly has the necessity of taking advantage of its highly specialized industrial equipment—made possible in the first instance by its transportation nearness to important coal fields—been recognized by the United States Government that, in a sense, the New England States today are wards of the United States Fuel Administration in the matter of coal supply.

In common with other important Atlantic seaboard sections, under normal times, the New England states drew their fuel supplies from relatively few producing fields. In 1915, for example, out of a total domestic bituminous consumption of 20,511,987 tons, by far the greatest percentage was furnished by two states, West Virginia and Pennsylvania. Over 65 per cent. of the total bituminous coal receipts of the year were handled through tidewater ports. The reported all-rail movement totaled 7,238,106 tons, while the receipts via tidewater aggregated 13,273,581 tons. New England is by far the greatest factor in the tidewater coastwise movement, its normal receipts constituting approximately 80 per cent. of the coastwise movement and over 40 per cent. of the total tidewater shipments, including bunker and railroad fuel. All-rail receipts for the year were divided as follows: Maryland, 630,097 tons; Pennsylvania, 6,587,890; and West Virginia, 20,419 tons. Consumption of Pennsylvania anthracite reached 13,767,000 tons. In addition to this the New England states offered the largest market for imported coal. Drawing upon Nova Scotia, the receipts were 654,703 tons, or approximately 38 per cent., of the total coal imports of the country. Montana and Idaho, drawing upon British Columbia and Alberta for part of their requirements, came next with 432,721 tons, or 25 per cent., and the Pacific Coast states accounted for 24 per cent.

Upon the per capita consumption basis New England ranked fourth, being exceeded by Delaware, Illinois and Montana. The New England average of 4.64 tons (2.69 bituminous coal and 1.95 anthracite) was, with the exception of Delaware, the highest along the Atlantic seaboard. The concentration of industrial enterprises in Chicago, where a per capita in excess of eight tons has been reported, explains the rank of Illinois, while the metallurgical activities on the one hand and the small population on the other give Montana its leadership over New England, the latter having a population over fourteen times as great in an area less than half the size.

"Coal," says the United States Geological Survey in explaining the relation of the consumption of fuel to the value of the manufactured products turned out, "is the principal source of energy in the processes of manufacturing and the quantity so used bears a certain relation to the value of the manufactured products. The relation can be studied properly, however, only by considering simply the value of the products in making which coal was used for power, or, if the value of all the manufactured products is considered, by adding to the coal used in any locality the equivalent in terms of coal of whatever fuel oil, natural gas, or water power may have been used in that locality.

"It will be noted that the value of the manufactured products per 1,000 tons of coal ($85,000) consumed is greater in New England than in any other area except the west south central ($156,000) and Pacific Coast regions ($605,723). The reason for this is obvious; in these two regions, fuel oil is used almost to the exclusion of coal in manufacturing plants and the average obtained by dividing the total value of manufactures by the quantity of coal used is correspondingly high. The per capita consumption of coal in New England is nearly fourteen times as great as on the Pacific Coast and more than nine times as great as in the southern states west of the Mississippi River."

This point, as made by the Geological Survey, is further illustrated by a comparison of the value of the

manufactured products in the three sections. In the west south central division (four states) the total is $802,733,000; in the Pacific Coast region (three states) it is $1,067,890,000, or a combined total for seven states of $1,870,623,000. The total value of the manufactured products in the six states comprising the New England group reaches $2,924,218,000.

Boston, of course, is the principal receiving point for the New England tonnage. Over 20 per cent. of the total amount of coal consumed within New England passes through this port. The receipts of coal of United States origin, both anthracite and bituminous coal, have grown from 1,176,954 tons in 1874 to 6,019,874 gross tons. Receipts by routes and kinds of coal for the past three years have been as follows:

	WATER		
	1915	1916	1917
Anthracite	1,509,960	1,480,896	1,388,670
Bituminous, U. S.	4,609,936	4,910,687	4,153,277
Nova Scotia	440,615	344,792	275,612
	RAIL		
	1915	1916	1917
Anthracite	192,442	292,599	217,408
Bituminous, U. S.	79,385	113,389	119,991
Nova Scotia	.....	.....	.....

Among the other important New England coal centers may be mentioned Providence, R. I., where the 1917 receipts totaled 2,090,843 tons, of which 377,273 tons were anthracite and 1,713,570 tons were bituminous. These totals include coal for local trade, for transshipment by rail to interior points and water tonnage to Pawtucket.

ALBERT H. POWELL, New Haven, Connecticut,
President A. H. Powell & Co., Inc., New Haven, was born November 15, 1878. He is also President Mill River Retail Coal Co. of New Haven and of the Connecticut Transportation Co., a Long Island Sound barge line, a Director of the Mechanics Bank of New Haven, a member of the New Haven City Board of Finance, and a Director of the New England Wholesale Coal Association. Mr. Powell takes an active interest in civic matters in his city.

CHARLES E. BRICKLEY, Boston, Massachusetts,
Manager A. H. Powell & Co., Inc., at Boston, Massachusetts, was born November 24, 1891, in Boston and has been in the coal business for four years. Mr. Brickley is a graduate of Harvard and one of its most famous football stars.

CHARLES L. BRIGGS, New York City.
New York Sales Manager A. H. Powell & Co., was born in Stamford, Connecticut, September 8, 1874, and has been identified with the coal business fifteen years. Mr. Briggs was formerly with E. Russel Norton, Black, Sheridan & Wilson Co. and Dickson & Eddy.

JAMES A. HAMILTON, New Haven, Connecticut,
President and Treasurer W. F. Gilbert & Co., New Haven, was born May 21, 1875, in Caledonia, New York, and has been in the coal business twenty years. He is well and favorably known to the trade of Connecticut.

GEO. H. NOLEN, New Haven, Connecticut,
Sales Agent at New Haven, Connecticut, for Dickson & Eddy, New York, has been in the coal business for twenty-one years. He was born December 24, 1870, in Washington, D. C. Mr. Nolen has many friends in the New England coal trade.

THOMAS M. RICHARDS, Boston, Massachusetts,
General Eastern Agent Philadelphia & Reading Coal & Iron Co., with offices at Boston, was born February 18, 1868, in Philadelphia, Pennsylvania. Mr. Richards has been in the coal business since August 1, 1885, and enjoys a wide and favorable acquaintance in anthracite circles.

WM. A. CLARK, Northampton, Massachusetts,
Treasurer of W. A. Clark Coal Co. of Northampton, Massachusetts, was born in Northampton March 2, 1868, and has been in the coal business for thirty-one years. Mr. Clark was formerly connected with wholesale anthracite and bituminous coal firms, before going in business for himself. Mr. Clark has served most successfully for a number of years as President of the New England Coal Dealers' Association and is also Vice President of the National Retail Coal Merchants' Association. He is considered an authority on demurrage and traffic questions.

WILLIAM W. WILLETT, Boston, Massachusetts,
President and Treasurer Chesapeake & Ohio Coal Agency Co., Boston, was born June 19, 1858, in North Granville, New York, and has been in the coal business thirty-eight years. Mr. Willett first engaged in the coal business in 1879, being given a position as clerk in the coal department of the Chesapeake & Ohio Railway Co. at New York and associated with the late Calvin B. Orcutt. In 1895 the Chesapeake & Ohio Coal Agency Co. was formed, Mr. Orcutt being made President and Mr. Willett Treasurer and on the death of Mr. Orcutt in February, 1911, Mr. Willett was made both President and Treasurer, which position he now holds. S. B. Willett is Vice President and E. S. Turpin General Agent, the latter located at Richmond, Virginia. Since the spring of 1913 the principal office of the company has been located at Boston. The interests with which Mr. Willett has been associated were the pioneers in the marketing of New River steam coal in the eastern territory and for nearly a quarter of a century had the exclusive handling of New River coal covered by markets east of the mines.

FREDERICK McCANN, Boston, Massachusetts,
President Edward M. Alden Co., Boston, was born May 7, 1876, in Ottawa, Ontario, Canada, and has been in the coal business twenty-six years.

WILLIAM J. OSGOOD, Boston, Massachusetts,
Treasurer Edward M. Alden Co., Boston, was born in 1875, at Newton, Massachusetts.

EDWARD M. ALDEN COMPANY

Boston, Massachusetts

The well-known Edward M. Alden Co. represents a successful business career of nearly fifty years. The enterprise was started by John C. Alden who embarked in the coal business at Boston some years prior to 1876, later operating under the firm name of John C. Alden & Son, which, in turn, was succeeded by Alden & Nevin. Mr. Alden later operated the business again as an individual and after his death the business was incorporated by Frederick McCann as the Edward M. Alden Co. This was in 1914. The following year William J. Osgood became Treasurer. Mr. McCann became President of the Company after an association with Dickson & Eddy at New York for twenty-one years, while Mr. Osgood had obtained his practical experience in the Boston office of Dickson & Eddy for fifteen years.

Splendid opportunities are offered the anthracite and bituminous interests in New England by reason of its rapidly growing industries. The great handicap, however, has been the inadequate transportation facilities, the New York, New Haven & Hartford and the Boston & Maine railroads failing to keep pace with the rapid growth of the manufacturing interests of New England. Barges, tugs and steamers have been the big factor in supplying the fuel needs of New England manufacturers.

In the earlier days coal was transported to New England by sailing vessels. However, the methods of loading and unloading at terminals were crude and the movement of the sailing craft was slow and uncertain. As the New England industries increased in efficiency, prompt receipt of fuel became more exacting and there was developed a steady improvement in the water transportation of fuel. Schooners of from 300 to 500 tons have been succeeded by barges of 4,000 tons capacity, operating on regular schedule. Terminal facilities have improved even more remarkably.

Even as late as 1890 it would take five to six days to discharge a 300-ton schooner while today the modern barge of 4,000 tons is conveniently unloaded in one day. Progressive coal merchants in New England have quickly adjusted themselves to both rail and water transportation and by their splendid service in supplying fuel requirements at normal costs are enabling New England not only to maintain its industrial activities but to expand rapidly.

The Edward M. Alden Co. when incorporated in 1914 did a comparatively modest business but their tonnage has taken rapid growth since and soon passed an annual aggregate of more than a half million tons.

CLARENCE M. COBB, Boston, Massachusetts,
President and Treasurer M. L. Cobb Co., 10 Post Office Square, Boston, was born July 21, 1889, in Melrose, Massachusetts, and has been in the coal business nine years. He is a son of M. L. Cobb, who founded this well-known wholesale coal business.

WALTER F. WARD, Boston, Massachusetts,
Vice President and General Manager M. L. Cobb Co., 10 Post Office Square, Boston, was born February 27, 1882, in Boston, and was associated in the coal business with the late M. L. Cobb for twenty years. He has been a Director of the National Coal Jobbers' Association since its organization.

MELVILLE L. COBB, Boston, Massachusetts,
Who died October 12, 1917, was for over thirty years one of the most prominent and best known factors in the New England coal trade. He was renowned as a shrewd merchant and enjoyed the respect and esteem of the entire coal trade. He was born at Dighton, Massachusetts, September 11, 1853, and was 63 years old at the time of his death.

FRED G. SCHIPPER, Boston, Massachusetts,
President Schipper Bros. Coal Mining Co., 141 Milk Street, Boston, Massachusetts, was born August 14, 1884, at Pekin, Illinois, and has been in the coal business for eleven years. Mr. Schipper is widely known in the coal trade and has many warm friends in both the east and west.

CARL F. SCHIPPER, Boston, Massachusetts,
General Manager and Treasurer of the Schipper Bros. Coal Mining Co., 141 Milk Street, Boston, Massachusetts, was born August 5, 1876, at Pekin, Illinois, and has been in the coal business for over sixteen years, the company having been organized in 1902 and now operates ten mines in the Broad Top region of Pennsylvania.

I. JOHN SCHIPPER, Philadelphia, Pa.,
Manager of Mines Schipper Bros. Coal Mining Co., was born in Pekin, Illinois, January 2, 1878, and has been in the coal business seventeen years.

RICHARD S. TOWNSEND, Boston, Massachusetts,
President and Treasurer of the E. B. Townsend Coal Co., 27 Kilby Street, Boston, Massachusetts, was born July 27, 1885, at Roxbury, Massachusetts, and has been in the coal business for eight years.

SPENCER T. WILLIAMS, Boston, Massachusetts,
Late General Manager and Assistant Treasurer E. B. Townsend Coal Co., 27 Kilby Street, Boston, Massachusetts, was born April 15, 1853, at Charlestown, Massachusetts, and had been in the coal business forty-one years up to the time of his death September 24, 1918. Mr. Williams was one of the best and most favorably known coal men in New England and was formerly associated with Bright Thomas & Co., Philadelphia, S. H. Brown Co., New York, Stickney, Conyngham & Co., New York, and Susquehanna Coal Co.

EDWARD B. TOWNSEND, Boston, Massachusetts,
Former head of the E. B. Townsend Coal Co., 27 Kilby Street, Boston, Massachusetts, was born November 20, 1848, at Boston, Massachusetts, and had been in the coal business for forty-four years at the time of his death, building up a splendid reputation during that time.

GEORGE EDDY WARREN, Boston, Massachusetts, President George E. Warren Co., 35 Congress Street, Boston, Massachusetts, was born October 20, 1868, at Brattleboro, Vermont, and has been in the coal business for twenty-five years. He is also President of the Morrellville Coal Mining Co., Warren Collieries Co. of Johnstown, Pennsylvania, and Warren Transportation Co. of Boston, Massachusetts. Mr. Warren is one of the prominent wholesale coal merchants of New England and was formerly connected with the Philadelphia & Reading Coal & Iron Co. from 1893 to 1898.

GEORGE P. OSWALD, Boston, Massachusetts, Vice President of the Geo. E. Warren Co. of Boston, Massachusetts, was born July 4, 1877, at Boston and is also Vice President of the Morrellville Coal Mining Co., Warren Collieries Co., Guernsey Coal Co., and the Warren Transportation Co. He was formerly connected with the Consolidation Coal Co.

GEORGE WALTER ANDERSON, Boston, Massachusetts, Treasurer George E. Warren Co., 35 Congress Street, Boston, was born January 6, 1879, in Lynn, Massachusetts, and has been in the coal business over seventeen years. Mr. Anderson is also Treasurer of the Morrellville Coal Mining Co. and the Guernsey Coal Co. He was formerly connected with the Morrisdale Coal Co.

ROBERT Y. BROWN, Johnstown, General Manager Morrellville Coal Mining Co., Johnstown, President Guernsey Coal Co., Houtzdale, Pennsylvania, and Warren Collieries, Ltd., Toronto, Canada, and Manager Johnstown office of the George E. Warren Co., Boston, Massachusetts, was born in Leicester, Massachusetts, in April, 1888, and has been in the coal business eleven years. Early in his coal career he was with the Morrisdale Coal Co.

H. WRAY ROHRMAN, Boston, Massachusetts,
President The Wravin Coal Co , Inc , Boston, is the son of Horatio C. Rohrman, and probably has the distinction of being the youngest President of a coal corporation in New England. He is a graduate of Tufts College, where he was captain of the track team, and a member of Alpha Tau Omega fraternity and of the William Parkman lodge of Masons. The day after war was declared Mr. Rohrman enlisted in the United States Navy, and has been stationed at the large European aviation base. On July 4, 1918, Mr. Rohrman was selected to represent the American team in track events, and had the pleasure of winning a silver cup in his race, which was presented by the English. When given his honorable discharge from the Navy he expects to return to his position in The Wravin Coal Co.

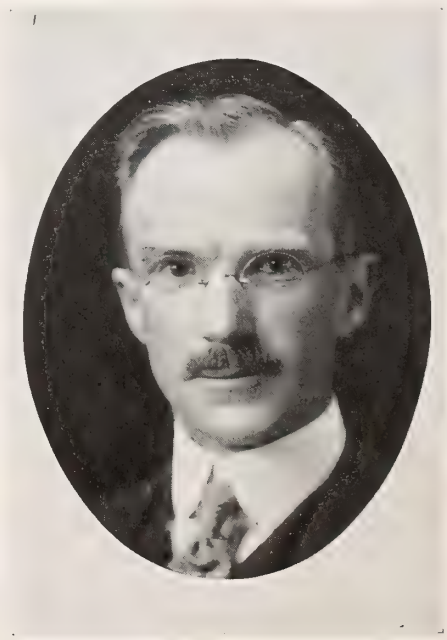
HORATIO C. ROHRMAN, Winchester, Massachusetts,
Treasurer The Wravin Coal Co., Inc., Boston, was born November 24, 1869, in Pennsylvania, and has been in the coal business for more than twenty years. Previously he was confidential man for the late John W. Gates. Mr. Rohrman was raised in the mining regions of Pennsylvania and is probably as well versed on Pennsylvania coals and their values as any man doing all-rail business in New England. He is a member of William Parkman Lodge of Masons and Hugh DePayens Commandery, Knights Templar, and a Director of the Winchester National Bank and of the Massachusetts Industrial Plan Bank.

FRANK C. HODGINS, Boston, Massachusetts,
Sales Manager The Wravin Coal Co., Inc , Boston, was born May 17, 1872, in Toronto, Ontario, Canada. He is well known among both the wholesale and retail coal trade with which he has been connected for the past twelve years.

SWAN HARTWELL, Boston, Massachusetts,
President H. N. Hartwell & Son, Inc., Boston, was born in Somerville, New Jersey, in 1875 and has been in the coal business twenty-four years. He is also interested in the Cuban Coal Co. of Havana, Hartwell & Lester of New York, and the Traders Coal Co. of Scranton, Pennsylvania. He was formerly connected with Whitney & Kemmerer, Coxe Bros. & Co., Inc., and Natalie Coal Co.

HARRY N. MATTHEWS, Boston, Massachusetts,
Treasurer H. N. Hartwell & Son, Inc., 70 Kilby St., Boston, was born in 1881 in Freehold, New Jersey, and has been in the coal business seventeen years. Mr. Matthews is also Treasurer of the Cuban Coal Co. of America and Hartwell & Lester, Inc., of New York City.

E. RUSSELL NORTON, Boston, Massachusetts,
Well known coal merchant of Boston, Massachusetts, was born December 22, 1871, at New York City, and has been in the coal business for twenty-one years. Mr. Norton started his business in 1896 as Sturtevant & Norton. Two years later he continued under his own name, representing Black, Sheridan & Wilson, specializing in Pennsylvania bituminous coals, and now maintains offices in both New York and Boston.



E. F. MELENDY, Boston, Massachusetts,
Manager for E. Russell Norton at Boston, Massachusetts, was born January 28, 1873, at Weld, Maine, and has been in the coal business for twenty-one years, the entire time with E. Russell Norton.

CHRISTIAN P. ANDERSEN, Boston, Massachusetts, Proprietor of the Andersen Coal Sales Co., 120 Milk St., Boston, was born December 6, 1864, at Svaneke, Denmark, and has been in the coal business for over twenty years. He was formerly President of the Andersen Coal Mining Co., operating mines in Cambria County, Pennsylvania, has given some attention to exporting coal to Europe and South America, and is one of the largest shippers of cordwood and other fuel wood in New England.

CHARLES C. ALLEN, Boston, Massachusetts, Late Vice President and General Manager of the Lehigh & Wilkes-Barre Coal Co. of Massachusetts, with offices at 141 Milk St., Boston, was born June 29, 1865, at Leominster, Massachusetts, and died March 17, 1918. He was in the coal business for over thirty years. Mr. Allen was also Treasurer of the Lowell Terminal Co.

LOUIS ZEPFLER, Boston, Mass., Of the firm of Zepfler & Childs, 141 Milk Street, Boston, was born February 8, 1866, in Boston, and has been in the coal business thirty-six years. Mr. Zepfler was formerly connected with the firm of Joseph S. Burton & Co. before forming his present company.

FRED L. CHILDS, Boston, Mass., Of the firm of Zepfler & Childs, 141 Milk St., Boston, was born in 1869 at Framingham, Massachusetts, and has been in the coal business for eighteen years. His present company was organized March 1, 1909, and handles both anthracite and bituminous coal.

NATHANIEL C. ASHCOM, Boston, Massachusetts,
Manager B. Nicoll & Co., 85 Devonshire St., Boston, Massachusetts, was born in 1877 at Baltimore, Maryland, and has been in the coal business for sixteen years. He was formerly connected with the Consolidation Coal Co. and the Pennsylvania Coal & Coke Corp.

ARTHUR P. BRYANT, Boston, Massachusetts,
Secretary Spring Coal Co., Boston, Massachusetts, was born October 7, 1877, in Newton, Massachusetts, and has been in the coal business since 1905.

HENRY P. CANNON, Boston, Massachusetts,
President Darrow-Mann Co., 40 Central St., Boston, Massachusetts, was born July 29, 1862, at Lancaster, Ohio, and has been in the coal business for over ten years. He is also interested in Castner, Curran & Bullitt, Inc., and Manager of their Boston office. He was formerly connected with the New River Consolidated Coal & Coke Co. and the New England Coal & Coke Co.

SIMEON CRUMB, Boston, Massachusetts,
Eastern Sales Agent of Dickson & Eddy, 50 Congress St., Boston, Massachusetts, was born in 1855 at Smyrna, New York, and has been in the coal business for over thirty years. He was formerly connected with Andrew Langdon & Co. and the Philadelphia & Reading Coal & Iron Co. He has represented Dickson & Eddy at Boston since April 15, 1894, or almost twenty-five years.

ROYAL C. GILLESPIE, Boston, Massachusetts,
Manager Consolidation Coal Co., at Boston, Massachusetts, was born December 18, 1876, in Baltimore County, Maryland, and has been connected with the Consolidation Coal Co. for over twenty-six years.

WILLIAM A. JEPSON, Boston, Massachusetts,
New England Manager of Dexter & Carpenter, Inc., 85 Devonshire St., Boston, Massachusetts, was born August 10, 1872, in Detroit Lake City, Minnesota, and has been in the coal business over thirty-three years. Mr. Jepson was General Manager and Sales Agent of the Carbon Coal & Coke Co. eleven years and organized and developed the Southern Illinois Coal & Coke Co. and was its Vice President and General Manager for five years. He has a wide acquaintance in the trade.

O. B. JOHNSON, Boston, Massachusetts,
Manager of the Boston office of the Lehigh Coal & Navigation Co., was born February 1, 1873, in Boston and has been in the coal business for twenty-eight years, for the last ten years with his present company. Previous to that he was connected with Bangs & Horton and the Lehigh & Wilkes-Barre Coal Co.

EARL F. LARRABEE, Boston, Massachusetts,
Eastern Sales Manager of Thorne, Neale & Co., Inc., 40 Central St., Boston, Massachusetts, was born May 26, 1886, at Bridgton, Maine, and has been in the coal business for over eleven years. He was formerly with Whitney & Kemmerer and is favorably known among the New England coal trade.

WILLIAM A. MEHAFFEY, Boston, Massachusetts,
Wholesale coal merchant of Boston, Massachusetts, with offices at 4 Liberty Square, was born in Harrisburg, Pennsylvania, and has been in the coal business since 1876. He established his present business in 1893, handling both anthracite and bituminous coal. He formerly represented in New England Walter, Donaldson & Co., Donaldson & Thomas, and Percy Heilner & Son. Since 1893 he has devoted his energy largely to the sale of the coal of the Philadelphia & Reading Coal & Iron Co. At present he is one of their largest factors in New England.

W. M. W. SPRING, Boston, Massachusetts,
President Spring Coal Co. of Boston, Massachusetts, was born in 1864 at Worcester, Massachusetts, and has been in the coal business for thirty-six years. Mr. Spring is well known in the New England coal trade and was formerly connected with the Spring Coal Mining Co., Garfield & Proctor Coal Co. and Denison Bros. Co., New Bedford.

JOHN A. STETSON, Boston, Massachusetts,
President and General Manager of the Stetson Coal Co., 92 State Street, Boston, Massachusetts, was born July 28, 1844, at South Boston, Massachusetts. This firm is a pioneer retail coal concern of New England, having been established in 1836. Mr. Stetson has been in the coal business for over fifty-five years and President of the Boston Coal Exchange for the last ten years.

GARFIELD & PROCTOR, Boston, Mass.,
Went into the coal business in Boston in 1867 as a partnership. In 1868 it was incorporated. The capital at the incorporation was $125,000. J. F. D. Garfield was President and W. E. Macurda was Treasurer. Following Mr. Garfield in the Presidency was Mr. Geo. N. Proctor. After his retirement from business Mr. F. W. Pray was elected President and Mr. Pray and Mr. Macurda are the present officers. The company deals in both Anthracite and Bituminous coal and are distributors of Delaware & Hudson coal in Northern New England.

MORTIMER D. WILLIAMS, Boston, Massachusetts, Eastern Sales Agent Whitney & Kemmerer, 141 Milk Street, Boston, was born February 2, 1880, in Boston, and has been in the coal business sixteen years. Mr. Williams is a graduate of Wesleyan University and has taken an active part in fraternal and political life. He was formerly connected with the Metropolitan Coal Co., Edward M. Alden and Percy M. Heilner & Son.

JAMES J. STORROW, Boston, Massachusetts, Federal Fuel Administrator for New England, with offices at 44 State Street, Boston, Massachusetts, was associated with Lee, Higginson & Co. until receiving his appointment from H. A. Garfield, the National Fuel Administrator, and since then during the Great War has taken an active part in handling the fuel problem of the New England states for the federal government.

FRANK LINCOLN POWERS, Worcester, Massachusetts, President of the F. E. Powers Co., Worcester, Massachusetts, was born in Millbury, Massachusetts, June 12, 1883, and has been in the coal business fifteen years. He is highly respected and well known in the coal trade of New England.

HIRAM STEVENS POWERS, Worcester, Massachusetts, Treasurer of the F. E. Powers Co. of Worcester, Massachusetts, was born at Millbury, Massachusetts, on September 29, 1884, and has been in the coal business for twelve years. He is associated in business with his brother, Frank L. Powers, and the firm is one of the well-known retail companies in that section.

THOMAS EDWARD STERNE, Worcester, Massachusetts, President and Treasurer of the Scranton Coal Co. and the Fred A. Mann Coal Co. of Worcester, Massachusetts, was born at Chatham, New York, September 5, 1858, and has been in the coal business for thirty-seven years. He was formerly connected with W. G. Morton, Albany, New York, the Fitchburg Coal Co., Fitchburg, Massachusetts, and the Brighton Coal Co., Brighton, Massachusetts. The Scranton Coal Co. was established in 1897 and in 1909 a corporation was formed by Mr. Sterne and his two sons. He and his sons are also interested in the F. A. Mann Coal Co.

THOMAS EDWARD STERNE, JR., Worcester, Massachusetts, Son of Thomas Edward Sterne, is Secretary of the Scranton Coal Co. and the F. A. Mann Coal Co. of Worcester, Massachusetts. He was born at Chatham, New York, on October 17, 1885, and has been in the coal business almost ten years. He was formerly connected with the Gorman-Leonard Coal Co., Whitney & Kemmerer, Bader Coal Co. and Staples & Bell.

EDWARD JAMES DOHERTY, Worcester, Massachusetts, Of the Doherty Coal Co., Worcester, was born in Worcester February 24, 1880, and has been in the coal business almost twenty-five years. He is now taking care of the business established by his father, Patrick Doherty, in 1878, since the death of his brother, Martin J. Doherty, October 28, 1917.

OLAF G. HEDLUND, Worcester, Massachusetts, Owner of the O. G. Hedlund Coal Co. of Worcester, Massachusetts, was born at Wermeland, Sweden, on February 15, 1858, and has been in the coal business for himself for thirteen years. This company was established in 1906 and handles anthracite and bituminous coal at wholesale and retail.

CONNECTICUT—Hartford

FREDERICK H. FISHER, Hartford, Connecticut, is Treasurer and General Manager for The O'Connor Coal & Supply Co., Inc., and has been in the business eleven years. He was born at Glastonbury, Connecticut, January 20, 1873.

WILLIAM WATSON FRAYER, Hartford, Connecticut, is President and Treasurer of Frayer & Foster, Inc., and has been engaged in the coal business for thirty years. He was born at Coxsackie, New York, November 27, 1873.

GEORGE T. PRICE, 85 Sisson Ave., Hartford, Connecticut, is President and Treasurer of the Robert Price Coal Co., office and yard located at 84 Francis Ave. He has been in the business thirty years. He was born at Hartford May 13, 1864.

CHARLES J. SHEKETOFF, Vice President American Coal Co., Hartford, Connecticut, was born in New York City March 1, 1893, and has been in the coal business seven years. During his absence in the Service in France the details of the business are being handled by H. Levine, President and Treasurer, and A. Sherry Harris, Secretary.

JAMES S. STEVENS, 36 Pearl St., Hartford Connecticut, is the Sales Agent for New England of the Pennsylvania Coal & Coke Corp. He was formerly with the Norfolk & Western Railroad, where he advanced from office boy to be Assistant to the President. He has been President of the Connecticut Valley KoKoal and lecturer on "Power Costs," "Soft Coal for Power," and "A Lump of Coal." He organized one hundred Liberty Choruses for the Connecticut State Council of Defense war work, and composed numerous poems and songs and edited several song publications on war work. He was born at Fond du Lac, Wisconsin, November 11, 1867.

CONNECTICUT—New Haven

EMIDIO BALSAMO, member of the retail coal firm of Verdi & Balsamo, 444 Grand Ave., New Haven, Connecticut, has been identified with the local trade for fourteen years.

HARRY W. HITCHCOCK, well-known coal salesman, Chamber of Commerce Bldg., New Haven, Conn., was born February 11, 1872, at Baltimore, Maryland, and has been in the coal business thirty years. Mr. Hitchcock has been connected with the New England Coal & Coke Co., C. H. Sprague & Son, and Williams, Wells & Co.

ROBERT E. MANROSS is President of The Benedict & Pardee Co. of New Haven, Connecticut, and has been in the business of wholesaling coal for forty-five years. He was born at Forestville, Connecticut, February 17, 1852.

JOHN P. McCUSKER, New Haven, Connecticut, is a partner in the coal firm of McCusker & Schroeder, which has been in business without change for thirty-seven years. He formerly was connected with French Bros. and The French Coal Co. He has served a term as President of the Connecticut Tidewater Coal Dealers' Association, as well as Vice President of the New England Coal Dealers' Association. He was born in New Haven May 2, 1860.

ABRAHAM MOLSTEIN of Perlman & Molstein, New Haven, Connecticut, was born October 25, 1883, in Russia, and has been in the coal business ten years.

CHARLES WILLIAM PASTORFIELD, formerly salesman for Weston Dodson & Co., Inc., at 177 Church St., New Haven, Connecticut, was born July 24, 1891, in Royal Oak, Maryland, and has been in the coal business six years. On February 1, 1918, he entered the employ of Francis, Friend & Stieneman, Inc., 177 Church St., New Haven.

HARRY PERLMAN of Perlman & Molstein, New Haven, Connecticut, was born in Russia in 1867 and has been in the coal business ten years.

ELMORE W. PLATT is Manager of the office of Weston Dodson & Co., New Haven, Connecticut. He was formerly with Williams, Wells & Co., five years as bookkeeper and ten years as salesmen. He has been in the coal business for twenty years. He was born December 25, 1874, at New Haven. Mr. Platt covers Connecticut, Massachusetts and Rhode Island.

ELMER F. SCHROEDER is one of the equal partners in the firm of McCusker & Schroeder, New Haven, Connecticut. He has been thirty-seven years a member of the firm or since it was formed. He was born in New York City June 2, 1862.

MORITZ SPIER, senior member of Spier & Co., New Haven, Connecticut, has been President of the New Haven Coal Dealers' Club and has been in the coal business since 1868. He was born in Germany August 10, 1850. His two sons, Leopold A. and Benjamin H., are associated with him in business.

ANTHONY J. VERDI is a partner in the firm of Verdi & Balsamo, 444 Grand Ave., New Haven, Connecticut. He has been in the retail coal business for fourteen years.

CONNECTICUT

GEORGE E. ACKLEY is President and Treasurer of The George E. Ackley Co., New Milford, Connecticut, and has been engaged in the coal business seven years. He was born in New Milford October 8, 1869.

ALBERT AHERN, East Windsor, Connecticut, is one of the proprietors of the business of Ahern Bros. He has been in the business for twenty-one years. He was born at East Windsor September 30, 1884.

DAVID J. AHERN is a member of the firm of Ahern Bros., coal merchants at East Windsor Hill, Connecticut. He has been in the business since 1897. He was born February 24, 1880, at East Windsor.

RALPH W. ALLEN, Winsted, Connecticut, is owner of the retail coal business of H. Allen & Son, with which he has been connected for fifteen years. He was born at East Wilton, Maine, November 4, 1882.

ANDREW Y. BEACH, successor to Sharon Y. Beach, has been in the retail coal business for twenty-nine years at Seymour, Connecticut. He was born at Seymour October 27, 1836.

GEORGE W. BENEDICT, retail coal merchant at Naugatuck, Connecticut, was born October 13, 1856, at Bridgeport, Connecticut, and has been in the coal business fifteen years.

CLINTON PHELPS BLACKMER is Assistant Manager for L. E. Blackmer, coal merchant at Thomaston, Connecticut, and has been connected with the business for ten years. He was born at East Granby, Connecticut, February 7, 1889.

L. E. BLACKMER, Thomaston, Connecticut, has been in the retail coal business at Thomaston eighteen years on his own account, having been formerly with G. W. Curtiss. He was born December 12, 1861, at New Haven, Connecticut.

L. M. CAMP, Treasurer The Citizens' Coal Co., Waterbury, Connecticut, has been in the coal business since 1883, formerly with Frank Miller & Co. He was born in Durham, Connecticut, February 23, 1855.

JOSEPH C. CARTER is the proprietor of a retail coal business at Manchester, Connecticut. He has been in the trade for twenty-eight years, twenty of which were spent with E. Griswold. He was born at South Windsor, Connecticut, December 12, 1863.

EDGAR T. CLARK owns his coal business at Milford, Connecticut, and has carried it on for eleven years. He was born in Milford December 14, 1859. He was elected President of the Milford Business Men's Association in 1917 and re-elected in 1918. He has been Treasurer of the Village Improvement Association for eight years.

J. IRVING DIBBLE, President and Treasurer of The Ferris Coal Co. at South Norwalk, Connecticut, has been in the business for forty-six years, or since he was a boy of fifteen. He was born sixty years ago at South Norwalk. Associated with him is Frank N. Ferris, a brother of the founder.

GEORGE S. ELLIOTT is Vice President of The Parker-Elliott Coal Co., Willimantic, Connecticut. Mr. Elliott has been in the coal business for twenty-four years and in May, 1917, sold out to the present company, of which T. R. Parker of Willimantic is President. Mr. Elliott was born at Willimantic May 20, 1867.

FERDINAND GILDERSLEEVE, President and Treasurer of the Gildersleeve Fuel Co., Gildersleeve, Connecticut, was born August 20, 1840, in Gildersleeve and has been in the coal business for thirty-three years. He is also a stockholder in the Texas-Pacific Coal Co., Thurber, Texas.

THOMAS GLENNON, senior member of the firm of Glennon & Lillis at New Milford, Connecticut, is Secretary and Treasurer of the concern and has been in the coal business for nine years. He was born at New Milford July 22, 1864.

JAMES B. GREGORY is President of the firm of Ira Gregory & Co., coal merchants at Bridgeport, Connecticut, and has been in the business for fifty-six years. He was born at Bridgeport April 6, 1845. Ira Gregory, his father, established the business in 1843.

OSCAR R. HAASE, Secretary-Treasurer of the Terryville Coal & Wood Co., Terryville, Connecticut, was born May 11, 1875, in Terryville and has been in the coal business twelve years.

EDWARD L. HAYNER, traveling salesman for Heilner & Son, West Haven, Conn., was born July 5, 1883, at Troy, New York, and has been in the coal business for nine years. Mr. Hayner was formerly connected with Percy Heilner & Son and A. H. Powell Co.

ANDREW V. HEATH, Secretary of the Meeker Coal Co., Norwalk, Connecticut, was born December 20, 1858, at Staten Island, New York, and has been in the coal business twenty-five years.

BENJAMIN LATHAM HOLMES, Mystic, Connecticut, is Executor of the Isaac D. Holmes Estate and is in charge of the coal business established by Isaac D. Holmes in 1847. Mr. Holmes was born in Mystic July 16, 1852, and has been in the business since boyhood. His father, Isaac D. Holmes, passed away in his 87th year.

JOHN W. HOWE, senior member of the coal firm of J. W. Howe & Son at South Glastonbury, Connecticut, has been identified with the coal business for the past thirty-three years. Formerly he was connected with Barrows & Howe. He was born at Glastonbury February 23, 1835.

LOUIS W. HOWE is Manager and equal partner in the coal business of J. W. Howe & Son at South Glastonbury, Connecticut, and has been a member of the firm for twenty-seven years. He was born at Glastonbury October 25, 1870.

FREDERICK G. HUMPHREY is Secretary of The Citizens' Coal Co. at Waterbury, Connecticut, and has been identified with the coal business since 1879. He was formerly with the City Lumber & Coal Co. and has filled the office of President of the Retail Coal Dealers' Association of the New England States. He was born at Norfolk, Connecticut, September 23, 1857. He is President of The Tunnel Coal Co., Hartford, Connecticut.

HARRY E. HUSTED, General Manager of the City Ice & Coal Co., Bridgeport, Connecticut, was born March 14, 1874, in Bridgeport and has been in the coal business twenty years. He was formerly connected with the firm of Wheeler & Howes.

ROBERT INNES, retail coal merchant at Thomaston, Connecticut, has been in the business thirty-seven years. He was born in Scotland April 26, 1853. Mr. Innes is the father of thirteen children, nine of them alive. Three of the sons are in the United States Navy and a fourth was rejected in the draft.

MINOS IRVING JESTER, retail coal merchant of New Britain, Connecticut, was born July 27, 1871, at Milford, Delaware, and has been in the coal business thirteen years. Mr. Jester has served as Alderman, President of the Common Council and Acting Mayor of the city.

WILLIAM S. JOHNSON, President of the Putnam Coal & Wood Co., Putnam, Connecticut, has been in the coal business sixteen years. William P. Warren, Treasurer of the company, has been with the firm three years.

FRANK H. JOHNSTON, New Britain, Connecticut, is President, General Manager and Treasurer of The City Coal & Wood Co. This company was incorporated by him in 1889. He is a member of the Executive Committee of the New England Coal Dealers' Association, former Vice President New England Builders' Supply Association, former President New Britain Chamber of Commerce, former President Connecticut State Chamber of Commerce, and is a Director of the Chamber of Commerce of the United States of America. Mr. Johnston was born in New Britain, Connecticut, August 10, 1861.

HENRY F. JOURDAN is the owner of the business of F. Jourdan & Son at Branford, Connecticut, and has been connected with the firm as partner and proprietor for forty-two years. He was born May 31, 1855, at Branford.

JOHN KALTENSTEIN, Danbury, Connecticut, has been engaged in the retail coal business sixteen years and is President of the Union Coal Co. He was born in Hungary March 20, 1872.

JAMES E. LALLY, retail coal merchant of Windsor Locks, Connecticut, was born in 1878 at Windsor, Connecticut, and has been in the coal business for four years.

DANIEL F. LEACH is a retail coal merchant at Windsor Locks, Connecticut, and has been in business there for five years. He was formerly with L. H. Barrett & Co. He was born at Hartford, Connecticut, in December, 1877.

PETER McDONALD has been in the retail coal business for twenty-six years and is President of The Peter McDonald Co. at Bethel, Connecticut. He was born December 15, 1851, at Redding, Connecticut.

AURELIUS JUDD MEEKER is Treasurer and Director of the Meeker Coal Co., Norwalk, Connecticut. He established his coal business in 1858 and carried it on formerly as Meeker & Benedict and as A. J. Meeker & Bro. Mr. Meeker was born at Westport, Connecicut, November 25, 1833.

CHARLES H. MOORE, Manager C. H. Moore Co., Stafford Springs, Connecticut, was born June 24, 1883, in Staffordville, Connecticut, and has been in the coal business seven years.

JOHN CALVIN MORGAN is the proprietor of the coal business of John A. Morgan & Son at Norwich, Connecticut, which was established in 1864 by his father. He was born in Norwich September 18, 1846.

ALFRED E. PHELPS is a retail coal merchant at Glastonbury, Connecticut, who has been in the business for over forty years, succeeding his father, Philo F. Phelps. He was born at Glastonbury December 2, 1847.

BENJAMIN B. PHILLIPS owns the business of The Torrington Coal & Oil Co., Torrington, Connecticut, and has been in Torrington thirteen years. He was born at Northport, Long Island, September 19, 1867.

DANIEL J. ROBERTS of Meriden, Conn., is a retail coal merchant who has been in the business for twenty-three years. He was born at Northampton, Massachusetts, February 7, 1862.

RAYMOND S. ROCKWELL is a member of the firm of S. D. Rockwell & Son at Morehouse Point, Connecticut, and has been in the business for sixteen years. He was born February 15, 1877, at Morehouse Point.

T. S. ROURKE is a retail coal merchant at Unionville, Connecticut, who has been in business there since April, 1900. He was born at Unionville December 26, 1865.

JOHN JACOB SCHWARZ, General Manager Schwarz Bros., Rockville, Connecticut, was born June 18, 1853, in Rockville and has been in the coal business twenty-five years.

WILLIAM SCHWARZ, junior member of Schwarz Bros., Rockville, Connecticut, was born September 12, 1856, in Chicago, Illinois, and has been in the coal business twenty-five years.

E. H. SHATTUCK is President and Treasurer of the Loomis Bros. Co., Granby, Connecticut. He has been active in the coal business for over twenty years. He was born at Granby June 4, 1874.

EZEKIEL SPITZ, New London, Connecticut, is sole owner of the City Coal Co. and has been in the business for six years. He was born in Russia January 11, 1888.

HOWARD C. THOMPSON is the owner of a retail coal business at Plainville, Connecticut, and has carried it on successfully for eleven years. He was born at West Avon, Connecticut, September 5, 1860.

GEORGE W. THORPE has been in the retail coal business at West Cheshire, Connecticut, for ten years. He was born at Hamden, Connecticut.

ASA WELLS THURLOUGH, retail coal merchant at Deep River, Connecticut, successor to John S. Lane, has been doing business since 1900 at the same place on the Connecticut River as established in 1865. He was born in Monroe, Maine, March 18, 1854.

HIRAM C. VIETS is a retail coal merchant at East Granby, Connecticut, and has been in the business for fourteen years. He was born at East Granby August 23, 1871.

ALLEN EDWARD VINCENT, Bridgeport, Connecticut, is President and Treasurer of The Vincent Brothers Co., coal merchants. He has been in the business for twenty-four years. He was born September 4, 1864, at Sherman, Connecticut.

CHARLES F. WATERBURY is the proprietor of the coal business of David Waterbury & Son at Stamford, Connecticut, and has been in the business for forty-three years. He was born May 15, 1855, at Stamford.

DAVID WATERBURY is Manager of the firm of David Waterbury & Son, retail coal merchants, Stamford, Connecticut, and has been connected with the business for eighteen years, being the grandson of its founder, who established it forty-three years ago. He is thirty-six years old and was born at Stamford.

REBECCA RUTH WHITE, Bridgeport, Connecticut, has been connected with the coal business for twelve years and is now bookkeeper for The City Ice & Coal Co. She was formerly with The East End Coal Co. and was born at Torrington, Connecticut, November 13, 1888.

J. H. WOOD is Secretary of the W. H. Scott Co., coal merchants at Pequabuck, Connecticut, and has been connected with the business for fifteen years. He was born in England September 4, 1879.

COSMER A. YOUNG, Danielson, Connecticut, is the President of the Young Brothers Co., coal merchants. He was partner formerly in the firm of C. A. Young & Co. and has been thirty-one years in the business. He was born in 1851 at Danielson, Connecticut.

MAINE

WILL H. ADAMS, Treasurer The Cash Fuel Co., Portland, Maine, was born in Gray, Maine, September 30, 1861, and has been in the coal business for ten years. He has served as President of the Portland Coal Club.

CLARENCE JOHN AVERY of Avery Bros., North Lubec, Maine, was born in North Lubec, Maine, November 30, 1870, and has been in the coal business for thirteen years. George H. Avery is President of the company.

BOYD BARTLETT, Secretary-Treasurer Castine Coal Co., Castine, Maine, was born in Ellsworth, Maine, January 15 1864, and has been in the coal business for four years.

WILLIS I. BICKFORD, Gorham, Maine, Manager of the W. I. Bickford & Son Co., was born at Parsonfield November 1, 1851, and has been in the coal business for fourteen years.

GEORGE D. BOULTER, Kittery, Maine, was born in Tamworth, New Hampshire, June 19, 1864, and has been in the coal business for nineteen years. Mr. Boulter takes an active part in civic matters as well as operating a successful retail coal business.

CHARLES E. BRETT, South Paris, Maine, was born in South Paris, Maine, April 3, 1856, and has been in the coal business for thirty-five years. He was formerly with the firm of Shurtleff & Brett.

EDWIN L. BUSSELL, Treasurer-Manager Gardiner Coal & Supply Co., Gardiner, Maine, was born in Passadumkeag, Maine, September 25, 1868, and has been in the coal business for eight years.

E. S. CARY of E. S. Cary & Co., Presque Isle, Maine, was born in Howland, New York, July 8, 1859, and has been in the coal business for six years.

JOHN PURCELL CULLINAN, Norway, Maine, was born in Innes-Clan County, Ireland, December 5, 1862, and has been in the retail coal business for twenty-six years.

EDWIN CUMMINGS of Cummings & Norton, West Jonesport, Maine, was born in Columbia, Maine, in January, 1871, and has been in the coal business for sixteen years.

HARVEY W. DUNBAR, junior member of Dunbar Bros., Sullivan, Maine, was born in Sullivan and has been in the coal business thirty-two years. He was also one of the original incorporators of the Bar Harbor Coal Co., which was afterwards merged with the Clark Coal Co. He still retains his interest in the new company.

MELVIN J. GOOGIN, President-Manager Googin Fuel Co., Lewiston Maine, was born in Old Orchard, Maine, in 1854, and has been in the coal business for thirty-six years. Mr. Googin has served as President of the Maine Coal Operators' Association.

H. W. GREELEY, Manager of Ayer & Greeley, Oakland, Maine, was born in Mt. Vernon, Maine, December 30, 1857, and has been in the coal business for thirty-six years.

CLYDE BARTLETT HOLMES, President, Treasurer and General Manager Consumers Fuel Co., Belfast, Maine, was born in Waldo, Maine, May 27, 1884, and has been in the coal business for eight years.

WILLIAM H. HOOPER, President Castine Coal Co., Castine, Maine, was born in Castine, Maine, December 18, 1865, and has been in the coal business for eighteen years.

JAMES A. HUSSEY, Manager of the North Berwick Fuel Co., North Berwick, Maine, was born in North Berwick, Maine, May 28, 1860, and has been in the coal business for nine years.

P. LAVOIE of the P. Lavoie & Co., Auburn, Maine, was born in Canada and has been in the coal business for about six years.

LYMAN KINGMAN LEE, Treasurer-Manager Dover & Foxcroft Fuel Co., Foxcroft, Maine, was born in Foxcroft, Maine, April 25, 1867, and has been in the coal business for twelve years. Mr. Lee has served as President of the Maine Coal Dealers' Association, Vice President of the New England Coal Dealers' Association and is one of the leading retail coal merchants in the state.

ANSEL B. LELAND, General Manager The Clark Coal Co., Bar Harbor, Maine, was born in Bar Harbor April 24, 1861, and has been in the coal business eleven years.

NATHAN C. McCAUSLAND, Treasurer-Manager McCausland Co., Old Town, Maine, was born in Detroit, Maine, August 14, 1846, and has been in the coal business for twenty-four years.

FRANK S. MILLIKEN of the firm of B. F. Milliken & Son, Eastport, Maine, was born in Eastport June 7, 1854, and has been in the coal business covering a period of twenty years. B. F. Milliken, father of Frank S., died in 1913.

J. H. MOUNTFORT, Portland, Maine, was born in North Yarmouth, Maine, February 5, 1857, and has been in the coal business for twenty-eight years. He is one of the well-known retailers of Maine.

ULYSSES C. NORTON of Cummings & Norton, West Jonesport, Maine, was born in Jonesport in August, 1873, and has been in the coal business for about sixteen years.

LAFOREST V. PRESCOTT, Wilton, Maine, was born in Dixfield, Maine, April 10, 1872, and has been in the coal business for five years.

JAMES B. PULSIFER, President and General Manager Pulsifer & Young, Auburn Maine, was born in Auburn, Maine, October 7, 1875, and has been in the coal business for twelve years. Mr. Pulsifer is Vice President of the Maine Coal Dealers' Association.

HEBERT L. SHEPHERD, Rockport, Maine, President of the S. E. & H. L. Shepherd Co., was born in Rockport, Maine, June 10, 1850, and has been in the coal business for some forty odd years. Mr. Shepherd is also interested in the Camden Yacht Building & Railway Co., Camden, Maine, and was formerly with the Merriam & Shepherd and Shepherd-Jones companies, Rockport, Maine.

WILLIS H. SOULE, Freeport, Maine, was born in Freeport February 14, 1859, and has been in the coal business for twenty-one years.

FRED ROBINSON SPEAR, Rockland, Maine, was born in Rockland September 30, 1856, and has been in the coal business forty-six years. Mr. Spear is proprietor of the pioneer coal yard in the city of Rockland, having succeeded in 1881 his father, Alfred K. Spear, who established the business in 1861. Mr. Spear is a member of the Executive Committee of the New England Coal Dealers Association.

MRS. MARY BARNARD STINCHFIELD, Skowhegan, Maine, was born in Skowhegan, Maine, July 25, 1875, and has been in the coal business for eight years, succeeding her husband, W. M. Stinchfield, deceased.

GILBERT STOCKTON, Superintendent Pocahontas Fuel Co., Inc., Portland, Maine, was born in Buffalo, New York, February 14, 1889, and has been in the coal business for four years. He studied mining engineering at Lehigh University, South Bethlehem, Pennsylvania, finishing there in 1909, and then took a post-graduate course in mining engineering at the Massachusetts Institute of Technology, Boston, completing it in 1910. He is a member of Squadron A. Club, New York, the Cumberland Club and Portland Country Club, Portland, Maine. On September 15, 1915, in Buffalo, New York, he married Rebecca Rodman Shreve of San Mateo, California.

ALBERT W. WALKER, President A. W. Walker & Son, Inc., South Paris, Maine, was born in Portland, Maine, April 6, 1853, and has been in the coal business in Maine for twenty-six years. Percy M. Walker is the junior member of the firm. He was born in 1878.

FRED A. WALLS, Manager of John T. R. Freeman Estate, South West Harbor, Maine, was born in South West Harbor, Maine, June 30, 1888, and has been in the coal business for five years.

ELMER E. WENTWORTH, Springvale, Maine, was born April 23, 1862, and has been in the coal business for eight years.

OVONDO P. WHITTIER, Farmington, Maine, was born in Vienna, Maine, January 6, 1850, and has been in the coal business for sixteen years.

FRANK S. WINGATE, Hallowell, Maine, was born in Hallowell and has been in the coal business twenty-six years. This business was established in 1842 by George F. Wingate, father of Frank S., and was the first firm to handle coal in that part of the state. Mr. Wingate has served as President of the Maine Coal Dealers' Association.

MASSACHUSETTS—Boston

LEWIS BURNHAM, President Suffolk Coal Co., 178 Border St., East Boston, Massachusetts, was born April 23, 1844, at Essex, Massachusetts, and has been in the coal business for sixteen years.

ARNOLD B. CROSBY of the Suffolk Coal Co., East Boston, Massachusetts, has been in the coal business in Boston and vicinity for nearly thirty years.

DANIEL F. DOHERTY, Manager of the D. Doherty Co., 220 Freeport St., Boston, Massachusetts, was born April 16, 1861, in Boston, and has been in the coal business twenty-seven years.

ROBERT H. GROSS, President The New River Co., 85 Devonshire St., Boston, Massachusetts, was born December 28, 1864, at Pine Run, Michigan, and has been in the coal business for eight years.

CHARLES P. HUTCHINS, Treasurer of William C. Atwater Co. of Boston, Massachusetts, was born April 14, 1863, at Hartford, Vermont, and has been in the coal business for thirty years.

MAURICE H. KLOUS, President Staples Coal Co., Boston, Massachusetts, was born December 28, 1878, in Charlestown, Massachusetts, and has been in the coal business twenty years. He is also a Director of the Metropolitan Coal Co. and the Maritime Coaling Co. and was formerly President of the Boston Coal Co. and the Union Fuel Co. He is Executive Secretary of the Boston Fuel Administration, Committee of Distribution.

WILLIAM E. MACURDA, Treasurer Garfield & Proctor Coal Co., 92 State St., Boston, Massachusetts, was born in Clinton, Massachusetts, in 1864, and has been in the coal business thirty-four years. Mr. Macurda has also various other retail interests.

WILLIAM R. McDONALD, Eastern Sales Agent Williams & Peters, Boston, Massachusetts, was born September 9, 1868, at Gloucester, Massachusetts, and has been in the coal business for twenty-nine years. He was formerly with William A. Mehaffey.

H. P. MYERS, Eastern Sales Agent of the Lehigh Valley Coal Sales Co., 141 Milk St., Boston, Massachusetts, was born in 1853 at Boston and has been in the coal business for over forty-seven years. Mr. Myers was formerly connected with Weld, Rice & Co., Weld, Sherwin & Co., Philadelphia & Reading Coal & Iron Co., and Quintard, Ward, Allen & Co.

FRANK S. PRATT, wholesale coal merchant at 35 Congress St., Boston, Massachusetts, was born March 6, 1854, at Boston, and has been in the coal business for thirty-two years. Mr. Pratt specializes in Pennsylvania bituminous coals.

FRANKLIN WALTER, Treasurer of the Coastwise Coal Co., with offices at 113 State Street, Boston, Massachusetts, has been in the coal business for the past twenty-five years.

MASSACHUSETTS — Springfield

MELVILLE S. CONVERSE, Treasurer of the M. S. Converse Co. of Springfield, Massachusetts, was born at Monson, Massachusetts, December 26, 1857, and has been in the coal business for thirty-seven years. He was formerly connected with Converse & Nason and M. S. Converse of Westboro, Massachusetts.

CHARLES J. DAVIS, Sales Agent of the Lehigh Coal & Navigation Co. at Springfield, Massachusetts, was born in Boston, Massachusetts, on September 28, 1880, and has been in the coal business for twenty years. Mr. Davis was formerly connected with Williams & Peters.

CHARLES E. HALSTEAD, Vice President and a Director of the M. S. Converse Co. of Springfield, Massachusetts, was born at Hillsdale, New York, in 1850 and has been in the coal business thirty-one years. Mr. Halstead was formerly connected with Halstead & Pierson of Springfield, Massachusetts, and has been Treasurer of the Retail Coal Dealers Association of New England States for nearly ten years.

ROSCOE R. MOODY, President of the Clifty Consolidated Coal Co., Inc., of Springfield, Massachusetts, was born at Greenville, Tennessee, on June 14, 1869, and has been in the coal business for nine years. The mines of this company are located at Clifty, Tennessee, and Clay, Kentucky, with main office at Nashville, Tennessee, and executive office at Springfield, Massachusetts. Mr. Moody is also head of the banking firm of Moody Bros. & Co. of Springfield, Massachusetts.

WILLIAM G. TAIT, President of the Tait Coal Co., of Springfield, Massachusetts, was born at Chicopee, Massachusetts, on September 24, 1873, and has been in the coal business a quarter of a century. Mr. Tait is one of the well-known retail coal merchants of New England.

MASSACHUSETTS — Worcester

FREDERICK J. DANIELS is Salesman for the Wm. E. Marks Coal Co., Worcester, Mass. He was formerly with the United Coal Co., Darrow, Mann & Co., and A. H. Powell & Co. He has been connected with the coal business for twenty-six years. He was born at Oxford, Massachusetts, in 1854.

JOSEPH WILSON GORMAN, President of the Gorman-Leonard Coal Co., of Worcester, Massachusetts, was born in 1875, and has been in the coal business seventeen years. He is also interested in the Riverside Coal Mining Co., Riverside Coal Co., Kennebec Coal & Wharf Co., Center Coal Mining Co., and Stine Coal Mining Co. He was formerly connected with the Worcester Coal Co. and M. C. Boyd & Bro.

WILFRED J. HAMEL, Treasurer and Manager Greendale Coal Co., Worcester, Massachusetts, was born in Warren, Massachusetts, October 13, 1864, and has been in the coal business six years.

WILLIAM E. MARKS, proprietor of the Wm. E. Marks Coal Co., doing a wholesale business at Worcester, Massachusetts, was born at Port Matilda, Pennsylvania, on January 8, 1878, and has been in the coal business for ten years. He is also interested in the Mount Airie Coal Mining Co. of Mehaffey, Pennsylvania.

MASSACHUSETTS

CHARLES G. AKIN, Treasurer of the Akin-Denison Co. of New Bedford, Massachusetts, was born in New Bedford April 12, 1870, and has been in the coal business twenty-five years. He was formerly connected with F. T. Akin & Co.

JAMES ANDERSON, proprietor of James Anderson & Co. of Ware, Massachusetts, was born at Ovid, Seneca County, New York, June 1, 1852, and has been in the coal business for twenty-three years. He was formerly connected with Gilbert & Anderson. His son, James H. Anderson, is a yeoman in the United States Navy.

JOHN E. ARNOLD, retail coal merchant of Adams, Massachusetts, was born in Adams August 18, 1868, and has been in the coal business for the past eight years. He was formerly connected with the firm of Cook & Arnold.

FRED L. ATKINSON, Treasurer of the Atkinson Coal Co. of Newburyport, Massachusetts, was born at Charleston, Maine, in 1856 and has been in the coal business for thirty-four years.

JOHN H. BALCH, JR., a retailer of Newburyport, Massachusetts, was born at Newburyport in 1866 and has been in the coal business for a quarter of a century. He is a member of the Advisory Committee of the New England Coal Dealers' Association.

CHARLES S. BARBER, retail coal merchant of Bernardston, Massachusetts, was born August 22, 1852, at Rowe, Massachusetts, and has been in the coal business for himself for over twenty years.

STANLEY F. BARTON, a clerk with the Luther Paul Co. of Newton Center, Massachusetts, was born at Tunbridge Wells, England, on December 14, 1878, and has been in the coal business for twenty years.

LAFOREST BEALS, member of the firm of E. A. Wilson & Co. of Lowell, Massachusetts, was born in North Anson, Maine, on September 12, 1868, and has been in the coal business since 1893. Mr. Beals has been active in the civic, social and fraternal life of his community.

OVILA BEAUCHAMP, a retailer of Holyoke, Massachusetts, was born in Canada on May 28, 1875, and has been in the coal business for twelve years. He is also interested in the charcoal industry.

LARKIN E. BENNETT, retail coal merchant of Wakefield, Massachusetts, was born in Sandwich, New Hampshire, November 29, 1864, and has been in the coal business twenty years. He was formerly Treasurer of the Moore & Bennett Coal Co. of Lowell, Massachusetts, but sold out his interests before the consolidation of his company with others in Lowell. In 1902 he purchased the coal business, real estate and property of Charles A. Cheney of Wakefield, Massachusetts, and has conducted a successful business ever since.

EUGENE B. BLAKE, a retail coal merchant of Greenfield, Massachusetts, was born at Hill, New Hampshire, on December 5, 1845, and has been in the coal business for himself for twenty-five years.

EDWIN D. BRIGHAM, a retail coal merchant at Ashburnham, Massachusetts, was born at Marlboro, Massachusetts, November 13, 1850, and has been in the coal business for himself for thirty-two years.

FRANK R. BURR, President and General Manager of The Burr Co. of Ludlow, Massachusetts, was born in Ludlow on December 10, 1883, and has been in the coal business for fifteen years.

JOSEPH BUTLER, a handler of coal at retail at Stoneham, Massachusetts, was born at Nova Scotia, Canada, June 19, 1869, and has been in the coal business for ten years.

GUSTAV E. CARSTEIN, President of the Carstein Coal Co. of Cambridge, Massachusetts, was born in Boston, Massachusetts, on July 24, 1881, and has been in the coal business for thirteen years.

FRED DWIGHT CARY, President of the Kimball & Cary Co. of Northampton, Massachusetts, was born at Northampton on April 27, 1886, and has been in the coal business for six years. This firm was established in 1881 and incorporated in 1896. Stuart M. Campbell is Secretary and Treasurer of the company.

JAMES EDWARD CHADWICK, a retail coal merchant of Edgartown, Massachusetts, was born at Edgartown on March 16, 1868, where he has been in the coal business for twenty-nine years.

ALFRED M. CHAFFEE, President of Chaffee Brothers Co., Oxford, Massachusetts, was born in Oxford August 16, 1859, and has been in the coal business twenty years.

HENRY W. CHANDLER, Treasurer and Manager of the Whitman Grain & Coal Co. of Whitman, Massachusetts, was born at Duxbury, Massachusetts, October 16, 1870, and has been in the coal business for thirty years.

WILLIAM E. CHENERY, retail coal merchant of Framingham Centre, Massachusetts, was born at Medfield, Massachusetts, on March 1, 1859, and has been in the coal business for thirty-four years.

LOUIS ALFRIC CHUTE, a member of the firm of Cummings & Chute of Woburn, Massachusetts, was born at Woburn December 24, 1885, and has been in the coal business for fifteen years.

WILLIAM H. CLEMENTS, President of Wm. H. Clements Co. of North Easton, Massachusetts, was born at Quincy, Massachusetts, on August 1, 1854, and has been in the coal business for twenty years. He was formerly connected with the Goward Coal & Ice Co.

ALBERT F. CONANT of Conant & Co., Littleton, Massachusetts, was born in Acton, Massachusetts, on June 8, 1843, and has been in the coal business almost half a century. His associates in business are Everett Kimball and Charles K. Houghton.

GEORGE H. COOPER of Pittsfield, Massachusetts, was born at Lee, Massachusetts, on August 15, 1867, and for several years was associated with W. G. Morton of Albany, New York. He was President of the New England Retail Coal Dealers Association, was prominently identified with the Order KoKoal, and is editor of "Cooperosities." Mr. Cooper has also specialized in advertising and the sale of real estate.

ELLSWORTH J. CULLEN, proprietor of the Danvers Coal Co. of Danvers, Massachusetts, was born in Boston, Massachusetts, on May 12, 1890, and has been in the coal business for ten years. He was formerly connected with the Somerville Coal Co.

J. WAYLAND DAVENPORT, founder of J. H. Davenport & Son, a retail firm at Winchendon, Massachusetts, was born at West Boyleston, Massachusetts, July 4, 1853, and has been in the coal business for almost half a century.

STEARNES L. DAVENPORT, proprietor of S. L. Davenport & Son of North Grafton, Massachusetts, was born at Providence, Rhode Island, on June 14, 1854 and has been in the coal business for nineteen years.

EDGAR HUNT DEANE, a veteran retail coal merchant of Canton, Massachusetts, was born in Canton, Massachusetts, on October 22, 1846, and has been in the coal business for thirty-six years.

GEORGE H. DEGENKOLB, Treasurer of the Hoosac Valley Coal & Grain Co., Adams, Massachusetts, was born in Adams November 18, 1885, and has been in the coal business eleven years, having been connected formerly with Oliver A. Upton.

JOHN DENTON, retail coal merchant, Chelsea, Massachusetts, was born in Birmingham, England, in 1868, and has been in the coal business twenty-four years.

GEORGE O. DUNNELL, a retail coal merchant of Northfield, Massachusetts, was born at Colerain, Massachusetts, on March 4, 1869, and has been in the coal business for ten years. He has taken his son, F. Myron Dunnell, into partnership with him.

R. EARL EICHLER, President and General Manager of the Waltham Coal Co. of Waltham, Massachusetts, was born at Waltham on September 11, 1888, and has been in the coal business for eleven years. He is also interested as President in the Nonantum Coal Co. of Newton, Massachusetts, and Treasurer of the Weston Coal Co. of Weston, Massachusetts. Mr. Eichler was formerly Vice President of the Suburban Coal Club.

AUGUSTUS C. ELLIS, retail coal merchant of Chatham, Massachusetts, was born in Chatham on September 3, 1880, and has been in the coal business for seven years.

ELBRIDGE C. ELLIS, a retail coal merchant of Southbridge, Massachusetts, was born in Charlton, Massachusetts, in 1855, and has been in the coal business for a quarter of a century. He was formerly associated with E. S. Ellis, his father, who established the business in 1878.

EUGENE S. FARNUM, a well-known coal merchant of Uxbridge, Massachusetts, was formerly connected with Wm. Nichols & Co., Gregory C. Kelly & Co., O'Boyle-Fay Coal Co. and Pittston Coal Co. He was born at Uxbridge, January 14, 1860, and has been in the coal business for thirty-one years.

FREDERICK W. FARRAR, a retailer at Warren, Massachusetts, was born at Keene, New Hampshire, in 1849 and has been in the coal business for thirty-nine years.

FRANK A. FISHER, retail coal merchant of Walpole, Massachusetts, was born at Walpole on December 16, 1867, and has been in the coal business for thirty years.

WILBUR WARREN FISK, proprietor of Wilbur W. Fisk & Co., of Stoneham, Massachusetts, was born at Marlboro, Massachusetts, on November 25, 1877, and has been in the coal business for twelve years.

OTHO H. FISKE, a retailer of Huntington, Massachusetts, was born in Chester, Massachusetts, on August 29, 1866, and has been in the coal business for twenty years.

ALBERT H. FOSTER, a retailer of North Brookfield, Massachusetts, was born at New Braintree, Massachusetts, on November 12, 1839, and has been in the coal business for himself for thirty-seven years.

FREDERICK E. FRASER, Manager of the Charles Fraser Estate, Clinton, Massachusetts, was born at Clinton, Massachusetts, on August 7, 1863, and has been in the coal business for twenty-eight years.

PRYOR FULTON, proprietor of the New England Coal Co., of Waltham, Massachusetts, was born in Nova Scotia, Canada, December 10, 1859, and has been in the coal business for a quarter of a century. Mr. Fulton was one of the founders of the New England Coal Dealers' Association. He is a firm believer in trade organizations.

JAMES GRADY, a retail coal merchant of Williamstown, Massachusetts, was born in Pownal, Vermont, July 8, 1861, having been in the coal business thirty-five years. He was formerly associated with Fred Mather and Clark & Co.

WALTER L. HALE, a retail coal merchant of Wilmington, Massachusetts, was born in Lawrence, Massachusetts, February 13, 1879, and has been in the coal business seven years.

GEORGE M. HALL, proprietor of the Benson Coal Co. of Melrose, Massachusetts, was born at Rockland, Maine, on June 19, 1851, and has been in the coal business since 1871.

JOHN J. HARRIGAN, retail coal merchant of Beverly, Massachusetts, was born May 4, 1864, at Cork, Ireland, and has been in the coal business for over a quarter of a century.

FREDERICK HERDER, a retail coal merchant of Holyoke, Massachusetts, was born in New York on August 17, 1873, and has been identified with the charcoal business for fifteen years and has handled coal for the past three years.

BENNIE E. HILL, a retail coal merchant of Methuen, Massachusetts, was born in Methuen November 20, 1872, and has been in business for two years.

JESSE M. HOLDER, junior member of Holder Coal Co. of Lynn, Massachusetts, was born in Lynn February 9, 1874, and has been in the coal business for twenty-five years. He was formerly connected with Holder & Breed, Wm. C. Holder & Son, and Honors, Holder & Sons.

JOHN A. HOLBROOK, retailer at Ashland, Massachusetts, was born at Bellingham, Massachusetts, July 28, 1852, and has been in the coal business for twenty-seven years.

WILLIAM C. HOLDER, senior member of the Holder Coal Co. of Lynn, Massachusetts, was born at Washington, New Hampshire, on March 7, 1841, and has been in the coal business for half a century. He was formerly connected with Holder & Breed, Wm. C. Holder & Son, and Honors, Holder & Sons.

JOHN B. HULL, a retailer at Great Barrington, Massachusetts, was born at Stockbridge, Massachusetts, on July 17, 1871, and has been in the coal business for over twenty years. Mr. Hull has been active in politics, having been Senator and Representative at Massachusetts General Court for five years.

MRS. CLARABELLE W. JENNEY of Middleboro, Massachusetts, was born at Lakeville, Massachusetts, in 1865 and has been handling the retail coal business of the James L. Jenney Estate for four years. She is one of the enterprising women in the coal business.

CHESTER B. KENDALL, veteran retail coal merchant of Gardner, Massachusetts, was born October 18, 1842, at Hubbardstown, Massachusetts, and has been in the coal business almost half a century.

AUGUST J. KIENLE, Manager A. J. Kienle Coal Co., Easthampton, Massachusetts, was born in South Hadley Falls, Massachusetts, July 8, 1859, and has been in the coal business twenty-three years. He was formerly connected with Burt & Kienle.

JOHN KILLEN, a retailer at Nantucket, Massachusetts, was born in Great Britain, April 7, 1847, and has been in the coal business for twenty-seven years.

HERBERT A. KNIGHT, proprietor of A. T. Knight Co., Hudson, Massachusetts, was born in Marlboro, Massachusetts, August 16, 1876, and has been in the coal business since 1899.

ERNEST T. LABOSSILIE, bookkeeper for the Ware Coal Co. of Ware, Massachusetts, was born in Ware October 2, 1894, and has been in the coal business two years.

MICHAEL E. LEAHY, proprietor of the Randolph Coal Co. of Randolph, Massachusetts, was born at Randolph November 22, 1875, and has been in the coal business for about twenty years.

CHARLES T. LEAVITT, a retailer of East Weymouth, Massachusetts, was born July 21, 1857, at Hingham, Massachusetts, and has been in the coal business for thirteen years.

VICTORIEN LECLERC, a retailer of Lawrence, Massachusetts, was born in Dorchester County, Canada, March 21, 1872, and has been in the coal business for eighteen years.

WILLIAM EDWARD LIVINGSTON, President of Wm. E. Livingston Co. of Lowell, Massachusetts, was born in Lowell on June 25, 1832, and has been in the coal business for sixty-seven years. This firm was established in 1828 and occupies its original site, thus being one of the oldest retail coal firms in the United States.

CHARLES L. LOVELL, a retail coal merchant of Ipswich, Massachusetts, was born in East Boston, Massachusetts, on October 31, 1878, and has been in the coal business for himself for eight years.

CHARLES J. MAC LEAN, formerly New England agent Frederic A. Potts & Co. at Salem, Massachusetts, was born at Cape Breton, Nova Scotia, in 1873, and has been in the coal business for eight years.

JOHN A. MARTIN, Treasurer and Manager of the John S. Martin Co. of Marblehead, Massachusetts, was born at Marblehead on February 1, 1857, and has been in the coal business for thirty-one years.

NATHAN H. MATTHEWS, a retailer at Yarmouthport, Massachusetts, was born in Yarmouthport October 19, 1850, and has been in the coal business for nineteen years, formerly being connected with Matthews & Payne.

DANIEL McCARTHY, a retailer of Turners Falls, Massachusetts, was born at Bellows Falls, Vermont, in 1856 and has been in the coal business for himself thirty years.

JOHN H. McENANY, a retailer of Pittsfield, Massachusetts, was born at Pittsfield on June 10, 1874, and has been in the coal business for fifteen years. He was formerly connected with C. C. Gamwell and Stone & Co.

JAMES H. McGRADY, proprietor of the James H. McGrady Coal Co. of Lawrence, Massachusetts, was born in Lawrence on December 21, 1883, and has been in the coal business for five years.

JOHN C. McNALLY, proprietor of the Shawmut Coal Co. of Somerville, Massachusetts, was born in New York City on March 20, 1886, and has been in the coal business for six years.

FRED A. McNEELAND, Treasurer and Manager of the Bridgewater Ice & Coal Co., Bridgewater, Massachusetts, was born September 25, 1877, in Bridgewater, and has been in the coal business for over twelve years.

FRANK P. MILLS, General Manager of the G. F. Green Coal Co. at Brockton, Massachusetts, was born October 18, 1862, at Augusta, Maine, and has been in the coal business for twenty-four years.

JOHN L. MITCHELL, retail coal merchant of Allerton, Massachusetts, was born November 15, 1859, at Hull, Massachusetts, and has been in the coal business at Allerton for the past twenty years.

CORNELIUS MURPHY, President and Treasurer of Stoughton Coal & Ice Co. of Stoughton, Massachusetts, was born in Ireland, January 1, 1848, and has been in the coal business for thirty-five years.

DAVID A. NELSON of the retail firm of Noyes & Nelson, Avon, Massachusetts, was born in Sweden October 8, 1883, and has been in the coal business for four years.

DE CLINTON NICHOLS, a retailer of Southboro, Massachusetts, was born in Southboro August 13, 1846, and has been in the coal business for nine years.

WILBERT JAMES NICHOLS, a retailer of North Adams, Massachusetts, was born at North Adams in 1864, and has been in the coal business since January 1, 1892.

EDWARD P. NOYES of Noyes & Nelson, retail coal merchants of Avon, Massachusetts, was born at Randolph, Massachusetts, February 1, 1858, and has been in the coal business for twenty-three years.

JOSEPH E. OBER, founder and senior member of Jos. E. Ober & Son, a retail firm at West Medford, Massachusetts, was born at Hollis, New Hampshire, on June 23, 1834, and has been in the coal business for almost forty years. His son, William E. Ober, is now associated with him in business.

WILLIAM E. OBER, junior member of Jos. E. Ober & Son of Medford, Massachusetts, was born at Arlington, Massachusetts, on June 17, 1867, and has been in the coal business for twenty-five years.

JAMES P. O'NEILL, a retailer at Somerville, Massachusetts, with two yards, was born at Cambridge, Massachusetts, on August 21, 1873, and has been in the coal business for almost twenty-five years. He is assisted by his three brothers, John J., Bernard L. and Lawrence J. O'Neill.

WALTER S. OSBORNE, a retailer of Edgartown, Massachusetts, was born at Edgartown on October 25, 1859, and has been in business for himself for thirty-four years. He has a well equipped yard and water front plant.

MARCUS E. OSGOOD, proprietor of E. Osgood & Son of Gardner, Massachusetts, was born October 15, 1869, at Gardner, where he has been in business for twenty-eight years. This firm was established in 1859 by Mr. Osgood's father, who died in 1910.

EMERSON HEARD PACKARD, Managing Partner of Elmer C. Packard Co., Brockton, Massachusetts, was born October 25, 1884, at Brockton, Massachusetts, and has been in the coal business for six years. This firm, established for over sixty years, being founded by Ellis Packard, descended to Elmer C. Packard and then to Emerson H. Packard.

WALTER L. PALMER, President and Treasurer of W. L. Palmer Co. of Medway, Massachusetts, born at Plainfield, Connecticut, on April 23, 1857, has been in the coal business for thirty-five years and was formerly connected with Hitchcock & Palmer at Turner Falls, Massachusetts.

HARRY L. PARKHURST, a retailer at Chelmsford, Massachusetts, was born February 22, 1865, at Chelmsford, Massachusetts, and has been in business for himself for thirty-two years.

FRANK SMITH PATCH, President and Treasurer of Cyrus Patch & Son, Inc., of Quincy, Massachusetts, was born at Amherst, New Hampshire, on January 26, 1860, and has been in the coal business for forty years.

LOUIS E. PATTISON, a retail coal merchant of Webster, Massachusetts, was born in Boston, Massachusetts, on December 30, 1843, and has been in the coal business for himself for forty-two years.

IRVING C. PAUL, Treasurer and Manager of the Luther Paul Co. of Newton Center, Massachusetts, was born at Newton Center on June 29, 1876, and has been in the coal business for twenty-two years.

WILLIAM H. PEVEAR, President and Treasurer of W. H. Pevear & Co., Inc., of Watertown, Massachusetts, was born at Watertown on January 18, 1850, and has been in the coal business since 1868. Mr. Pevear was formerly connected with Royal Gilkey and Pevear & Russell.

CHARLES A. POOKE, proprietor of the Union Lumber Co. of Natick, Massachusetts, was born at Charlestown, Massachusetts, May 14, 1853, and has been in the coal business almost half a century.

FRED E. POOR of Marcy Bros. & Co., Inc., of Belmont, Massachusetts, was born in Belmont July 31, 1876, and has been in the coal business for twelve years.

DAVID W. POWERS, proprietor of D. W. Powers & Co. of Marlboro, Massachusetts, was born at Johnsonville, New York, March 7, 1861, and has been in the coal trade for twenty years, and prior to that time in the railroad business.

JOHN H. PRESTON, Manager of the Preston Coal & Coke Co. of Lowell, Massachusetts, was born in Manchester, New Hampshire, on August 25, 1881, and has been in the coal business for fifteen years. He was formerly connected with the Moore & Preston Coal Co. of Manchester, New Hampshire.

JOHN A. RADCLIFFE, Manager of The Albert Culver Co. of Rockland, Massachusetts, was born at Rockland in September, 1866, and has been in the coal business for eleven years.

FREDERICK M. RAND, Manager branch office of Philips, Bates & Co. of Marshfield, Massachusetts, was born at North Reading, Massachusetts, August 24, 1869, and has been in the coal business for twenty-two years.

RALPH W. REDMAN, President The Fischer-Churchill Co., Dedham, Massachusetts, was born in North Isleboro, Maine, June 15, 1868, and has been in the retail coal business twenty-six years.

ARTHUR B. REED, proprietor of the E. P. Reed Lumber Co. of North Abington, Massachusetts, was born at North Abington on September 8, 1867, and has been in the coal business for eight years. This business was established in 1846 by A. S. Reed, his grandfather.

CHARLES EDWIN RILEY, part owner of W. H. Riley & Son, a retail firm at North Attleboro, Massachusetts, was born at North Attleboro on November 17, 1861, and has been in the coal business for thirty years. Mr. Riley is also interested in the Attleboro Coal Co. of Attleboro, Massachusetts. His business associate is his brother, Elmer Irving Riley, twelve years his senior.

CHARLES F. ROBINSON, Secretary and Assistant Treasurer of the Robinson & Jones Co. of Natick, Massachusetts, was born at Natick on August 15, 1875, and has been in the coal business for twenty years. Mr. Robinson is a life member of three Masonic orders. He is a son of Walter B. Robinson.

FRANK B. ROBINSON, Vice President of the Robinson & Jones Co. of Natick, Massachusetts, was born at Natick on November 24, 1885, having been associated with this company for ten years. He is a son of Walter B. Robinson and a member of the Boston Chamber of Commerce.

WALTER B. ROBINSON, President and Treasurer of the Robinson & Jones Co. of Natick, Massachusetts, was born September 20, 1846, in Bedford, Massachusetts, and has been in the coal business for over fifty years. Mr. Robinson is connected with the Natick Five-Cent Savings Bank and is a member of the Boston Chamber of Commerce as well as having been Auditor of the New England Coal Dealers' Association.

FRED H. ROURKE, a retailer of Lowell, Massachusetts, was born in Lowell on May 23, 1867, and has been in the coal business for twenty-five years. He was previously connected with Rourke & Sullivan and is Treasurer of Lowell at the present time.

BYRON H. SARGENT, sole owner of the Sargent Coal Co. of Merrimac, Massachusetts, was born in Merrimac on February 26, 1882 and has been doing a retail business for eighteen years.

JOHN F. SEVERANCE, a retailer of Shelburne Falls, Massachusetts, was born at Shelburne Falls on January 24, 1835, and has been in the coal business for almost thirty years.

GEORGE ARMS SHELDON, a well-known retailer at Greenfield, Massachusetts, was born at Greenfield on July 16, 1872, and has been in the coal business for thirteen years. He is also Treasurer of the New England Coal Dealers' Association, Inc.

HERBERT D. SMITH, a retail coal merchant of Hatfield, Massachusetts, was born at Hadley, Massachusetts, on April 30, 1867, and has been in the coal business for himself for seventeen years.

WILLIAM H. SNYDER, a retailer of Housatonic, Massachusetts, was born in Chatham, New York, on December 8, 1861, and has been in the coal business for himself for thirty-seven years.

WILLIS G. SNYDER, a retail coal merchant of North Adams, Massachusetts, was born at North Adams, October 12, 1863, and has been in the coal business almost thirty years. Mr. Snyder was formerly associated with F. A. Brooks and W. G. Snyder & Co.

NELSON R. STILES, Manager of the Saugus Coal Co. of Saugus, Massachusetts, was born at Middleton, Massachusetts, in 1852, and has been in the coal business for forty years. He was in business for himself for thirty-six years, until coming with the above firm.

PERCY N. SWEETSER, a retailer of Reading, Massachusetts, was born at Wakefield, Massachusetts, on June 20, 1882, and has been in the coal business eighteen years. He was formerly connected with Edward M. Alden of Boston.

HENRY L. TAYLOR, proprietor of H. L. Taylor & Co., Haverhill, Massachusetts, was born at Haverhill on May 14, 1878, and has been in the coal business for over sixteen years.

WILLIAM J. THOMPSON, President of the Thompson Coal Co. of Somerville, Massachusetts, was born at Somerville, April 23, 1871, and has been in the coal business for twenty-three years. He was formerly associated with Robert Fawcett of Cambridge, Massachusetts. Louis Ernst is Treasurer of the company.

JOSEPH P. TYRRELL, a retail coal merchant of Sheffield, Massachusetts, was born at Egremont, Massachusetts, February 1, 1872, and has been in the coal business for four years.

HENRY W. WARE, a retail coal merchant of Shelburne Falls, Massachusetts, was born in Shelburne Falls December 7, 1873, and has been in the coal business twenty-two years.

SUSAN RICHARDS WARTHEN, sole owner of Augustus J. Richards & Son, a retail firm doing business at Weymouth, Massachusetts, was born March 9, 1871, and has been active in the coal business twenty-two years, succeeding her father and two brothers since their demise.

GEORGE M. WEBBER, retailer of East Bridgewater, Massachusetts, was born October 18, 1871, at East Bridgewater, Massachusetts, where he has been a retail coal merchant for thirteen years.

HENRY COWLES WELLS, a retail coal merchant of Deerfield, Massachusetts, was born in Deerfield December 20, 1862, and has been in the coal business for himself for twenty years.

HERMAN J. WELLS, Manager and Treasurer of the Geo. F. Welch Co. of Scituate, Massachusetts, was born at Huntington, New York, May 29, 1865, and has been in the coal business for ten years. He was formerly connected with Wells & Jennings of Greenport, New York.

FRANK A. WHITING, late Treasurer and Manager of the Holyoke Coal & Wood Co. of Holyoke, Massachusetts, was born in Holyoke April 7, 1856, and was in the coal business for thirty-two years, until his death, May 5, 1918. He was a member of the Executive Committee of the New England Coal Dealers' Association and one of the well-known retailers of New England.

ALVIN L. WILEY, a retailer at Wellfleet, Massachusetts, was born in Wellfleet August 6, 1866, and has been in the coal business for over fifteen years. He was formerly connected with the Mercantile Wharf Co. and also the Central Trading Co. Mr. Wiley states that up to the time of his entry into the coal business, coal was always brought to his town by vessel, but because of the decline in the seining of mackerel the wharves became unfitted for landing and all coal has since been received by rail.

ERWIN A. WILSON, senior member of E. A. Wilson & Co. of Lowell, Massachusetts, was born in Pomfret, Vermont, June 10, 1861, and has been in the coal business for thirty years. He is President of the Lowell Terminal Co. and Vice President of the New England Coal Dealers Association, representing Massachusetts, and is considered one of the leading coal merchants of New England.

JOSEPH WILLETT, a retail coal merchant of Needham, Massachusetts, was born in Boston, Massachusetts, July 4, 1847, and had been in the coal business for himself for thirty-five years up to July 1, 1918, when, with C. A. Chadwick of Newton Upper Falls, Massachusetts, he formed the Willett & Chadwick Coal Co., doing business in Needham. He is a Past President of the Suburban Coal Club.

WALLACE B. WILSON, Manager of the Akin-Denison Co. of New Bedford, Massachusetts, was born at New Bedford on June 14, 1864, and has been in the coal business for thirty-five years. He was formerly connected with the Philadelphia & Reading Coal & Iron Co. and Denison Bros. Co.

NEW HAMPSHIRE

CLARENCE W. ADAMS, retailer at Warner, New Hampshire, was born at Sutton, New Hampshire, in 1873, and has been in the coal business for the past five years. He also handles lumber in connection with his coal business.

HERBERT C. ADAMS, a retailer of Belmont, New Hampshire, was born at Hill, New Hampshire, on November 12, 1866, and has been in the coal business for himself for the past five years.

JAMES A. BALDWIN, a retailer at East Jaffrey, New Hampshire, was born at Dublin, New Hampshire, September 11, 1855, and has been in business for twenty-seven years.

JOSEPH BERNIER, retail coal merchant of Greenville, New Hampshire, was born at St. Johns, Quebec, Canada, October 12, 1867, and has been in the coal business for fifteen years.

LORING B. BODWELL, retail coal merchant at Manchester, New Hampshire, was born in Salem, New Hampshire, on April 20, 1844, and has been in the coal business for over half a century. Mr. Bodwell is being assisted by his two sons, Charles B. and H. Irving.

ALICE F. BRADLEY has done a retail coal business at Rochester, New Hampshire, for the past four years.

EDGAR T. BROWN, retail coal merchant at Raymond, New Hampshire, was born at Raymond, October 12, 1863, and has been in the coal business for thirty years.

ALMON S. CARPENTER, Treasurer-Manager of the D. M. Poore Coal Co. of Manchester, New Hampshire, was born in Chichester, New Hampshire, in 1869, and having been bookkeeper and clerk for D. M. Poore for sixteen years, nine years ago formed the present company. He is Secretary-Treasurer of the Manchester Retail Coal Dealers Association.

EDWARD M. CLARK, proprietor of E. M. Clark & Son, retail coal merchants at North Haverhill, New Hampshire, was born at Benton, New Hampshire, June 16, 1871, and has been in the coal business for eight years.

CLARENCE EDWARD CLOUGH, Manager and co-partner of N. P. Clough & Co. of Lebanon, New Hampshire, was born at Danbury, New Hampshire, on February 25, 1872, and has been in the coal business for fifteen years. He is associated with George B. Clough, who is senior member of this company.

GEORGE B. CLOUGH, senior member of N. P. Clough & Co., a retail firm at Lebanon, New Hampshire, was born at Warner, New Hampshire, September 30, 1848, and has been in the coal business for fourteen years. This company also does an extensive lumber and ice business.

HENRY L. COTTON, retail coal merchant at Warren, New Hampshire, was born at Warren, October 11, 1860, and has been in the coal business for six years.

WILLIAM G. CRAM, retailer of Lakeport, New Hampshire, was born at Boston, Massachusetts, March 19, 1865, and has been in business for himself for twenty years.

EVERETT LENDALL DAVIS, retailer at Penacook, New Hampshire, was born in Warner, New Hampshire, June 27, 1863, and has been in the coal business thirty years.

BURT S. DEARBORN, Manager of the Wallace Building Co. of Laconia, New Hampshire, was born at Thornton, New Hampshire, February 18, 1881, and has been in the coal business for six years.

CHARLES H. DOW, owner and only surviving member of J. H. Dow & Son, doing a retail business at Lakeport, New Hampshire, was born in Lakeport November 4, 1872. Mr. Dow has been in the coal business for twenty-two years. His company is the pioneer coal firm of Lakeport.

J. FRANK GOODWIN, retail coal merchant of Wolfeboro, New Hampshire, was born in Emery Mills, Maine, August 2, 1873, and has been in the coal business about two years.

HENRY NORMAN HODGDON, Secretary and Treasurer of the C. N. Hodgdon Co. of Berlin, New Hampshire, was born at Milan, New Hampshire, on July 7, 1869, and has been in the coal business for the past seventeen years. Mr. Hodgdon is a son of Charles Norman Hodgdon, the pioneer coal man of Berlin, who died in 1908. Mr. Hodgdon was associated with his father before his death.

WILFRED A. HODGDON, President of the C. N. Hodgdon Co. of Berlin, New Hampshire, was born at Milan, New Hampshire, in December, 1863, and has been in the coal business for ten years, previously having been engaged in the grain business.

ALMON T. HOVEY, retail coal merchant of Peterboro, New Hampshire, was born in Peterboro September 17, 1846, and has passed his whole life there, ten days being the longest time he was ever away from the town. He has been in the coal business thirty-five years, and has four coal silos, two of 130-ton capacity, and two of 100-ton capacity.

JOSEPH LEWIS JACOBY, Manager of the Consolidation Coal Co. at Portsmouth, New Hampshire, was born in Philadelphia, Pennsylvania, July 23, 1875, and has been in the coal business twenty-seven years. He was formerly connected with the Philadelphia & Reading Coal & Iron Co. at Newburyport, Massachusetts, having charge of that company's docks at Salem and Newburyport.

HARRY W. LADD, retail coal merchant at Plaistow, New Hampshire, was born in Fremont, New Hampshire, March 14, 1891, and has been in the coal business seven years.

LESTER LIBBY LANGLEY, junior member of C. S. Langley & Son, retailers at Durham, New Hampshire, was born in Durham May 9, 1893, and has been in the coal business for two years.

WILLIS A. MARTIN, retailer at Goffstown, New Hampshire, was born at Goffstown on April 3, 1884, and has been in the coal business for fourteen years.

ALBERT E. McREEL, Treasurer of A. E. McReel Co. of Exeter, New Hampshire, was born at Athol, Massachusetts, on March 28, 1870, and has been in the coal business for seven years.

HERMAN E. MILES, Superintendent of the yard of the C. N. Hodgdon Co. of Berlin, New Hampshire, and a Director of that company, was born at Stark, New Hampshire, in 1877, and has been with this company since its incorporation in 1908. Mr. Miles was formerly Cashier in the Berlin National Bank.

FRANK E. MOONEY, retail coal merchant of Farmington, New Hampshire, was born at Alton, New Hampshire, on May 20, 1859, and has been in business for thirty years.

ENOCH E. NEAL, a retail merchant of Malden, Massachusetts, was born at Brookfield, New Hampshire, on January 20, 1867, and has been in business for himself for thirty years. He is a firm believer in selling coal for cash.

HERMAN ABBOTT OSGOOD, Treasurer and Manager of the Nashua Coal & Coke Co. of Nashua, New Hampshire, was born at Hyde Park, Massachusetts, May 4, 1873, and has been in the coal business for thirteen years. He is Vice President of the New England Coal Dealers Association and for a number of years has successfully managed the exhibit of coal dealers' supplies at the annual conventions.

CHARLES H. PETTEE, owner of the Durham Coal Co., Durham, New Hampshire, was born in Manchester, New Hampshire, February 2, 1853, and has been in the coal business for almost twenty-five years. He was formerly connected with C. S. Pettee & Co.

FREDERICK B. PRESTON of Manchester, New Hampshire, associated with John H. Preston in the ownership of the Preston Coal & Coke Co., Lowell, Massachusetts, is also interested in the Moore & Preston Coal Co. of Manchester, New Hampshire, and identified with the Amoskeag National Bank of Manchester.

MARY D. RANDALL was born in Northfield, Vermont, January 2, 1858, and since the death of her husband, C. E. Randall, in 1912 has been carrying on a retail coal business at Woodsville, New Hampshire, where she has more than doubled the amount of business done.

J. L. ROBERTS, retail coal merchant, late of Laconia, New Hampshire, was born at Belmont, New Hampshire, in 1858, and died January 10, 1918. He was in the coal business thirty years. The business is being continued under the same name by his son, Edwin J. Roberts.

LOUIS RUEL, proprietor of Ruel & Co., Somerworth, New Hampshire, was born in Canada in August, 1853, and has been in the coal business fifteen years.

JOHN E. ROSSELL, a retail coal merchant of Concord, New Hampshire, was born in Sweden March 5, 1868, and has been in business for himself fifteen years.

WALTER E. SABEN, retailer at Winchester, New Hampshire, was born at Winchester, August 6, 1858, and has been in the coal business for thirty years.

WILLIS A. SHEDD, Manager of W. A. Shedd & Co. of Nashua, New Hampshire, was born at Hollis, New Hampshire, in 1863, and has been in the coal business for fourteen years, the entire time with the above company.

HERMAN T. SHEPARD, retail coal merchant at West Epping, New Hampshire, was born at Epping, October 11, 1859, and has been in business for the past six years.

EDWARD A. SHUTE, proprietor of the Exeter Coal Co., Inc., of Exeter, New Hampshire, was born in Exeter July 7, 1868, and has been in the coal business for six years. He was formerly connected with the Peoples Coal Co.

FRANK CHESTER SMITH, First Vice President of the Frank Smith Co. of Lancaster, New Hampshire, was born at Lancaster in 1880, and has been in the coal business for twenty years.

HENRY E. STAHL, Secretary of Simon Stahl & Son of Berlin, New Hampshire, was born at Gorham, New Hampshire, August 12, 1882, and has been with this firm for about fifteen years.

SIMON STAHL, Treasurer of Simon Stahl & Son, a firm of retailers at Berlin, New Hampshire, was born in Germany on November 17, 1842, and has been in the coal business for a quarter of a century.

A. G. STEVENS, President Concord Lumber Co., Concord, New Hampshire, has incidental to that connection been in the coal business for the past twenty-five years.

A. W. STEVENS, Manager and Assistant Treasurer of the Concord Lumber Co. of Concord, New Hampshire, was born at Concord and has been in the coal business for fifteen years.

BURNIE G. TAYLOR, a retail coal merchant at Whitefield, New Hampshire, was born at Whitefield, January 8, 1860, and has been in the coal business for himself for twenty-one years.

GEORGE R. TAYLOR, proprietor of George R. Taylor & Co. of Concord, New Hampshire, was born at Chelsea, Massachusetts, February 22, 1874, and has been in the coal business twenty-eight years. He was formerly connected with W. A. Mehaffey, Lehigh Valley Coal Co., and E. Russell Norton, and was one of the valued Skouts of the Order KoKoal.

CLARENCE E. WARD, managing partner of Ward Bros., retail coal merchants at Marlboro, New Hampshire, was born at Marlboro in 1882, and has been in the coal business for seven years, and is the active member of the above firm.

FRANK E. WARD, silent partner of Ward Bros., retailers at Marlboro, New Hampshire, was born in 1878 at Marlboro, and has been interested in the coal business for eight years.

RHODE ISLAND—Providence

THOMAS H. EARLY, Treasurer Thomas H. Early & Co., Providence, Rhode Island, was born December 25, 1854, in Providence, and has been in the coal business for forty-eight years.

FERNANDO M. GREENE, Manager Olneyville branch of the Eastern Coal Co., Providence, Rhode Island, was born in Scituate, Rhode Island, March 23, 1868, and has been in the coal business twenty-six years. Mr. Greene was formerly connected with R. B. Little & Co., George B. Arnold, and for several years was junior partner of Bowen & Greene.

S. J. GREENE, Treasurer Eastern Coal Co., Providence, Rhode Island, was born October 9, 1870, in Felix, Illinois, and has been in the coal business for thirty years. Mr. Greene was formerly connected with R. B. Little & Co.

CHARLES P. OLNEY, President Jos. Olney & Son, Inc., retail coal merchants of Providence, Rhode Island, was born in Smithfield, Rhode Island, August 9, 1856, and has been in the coal business for forty-three years. His father, Joseph Olney, was born in 1814, and conducted the business for thirty years before his death.

F. D. SIMMONS, President Eastern Coal Co., Providence, Rhode Island, was born in Providence February 17, 1857, and has been in the coal business for forty years. Mr. Simmons was formerly connected with the Providence Coal Co., Tucker & Little, and R. B. Little & Co. This company operates three tidewater yards with six branch inland yards.

MERWIN WHITE, President and Manager John R. White & Son, Inc., of Providence, Rhode Island, established in 1862, was born in Philadelphia in 1877, and has been in the coal business twenty years.

RHODE ISLAND

OLIVER C. ANDREWS, member of the firm of Andrews & Co., retailers of coal at Westerly, Rhode Island, was born in Newport, Rhode Island, March 25, 1857, and has been in the coal business twenty-nine years. Mr. Andrews was formerly connected with Coxe Bros. of New York City.

L. P. BOSWORTH, born in 1856 and assisted by his son Albert L., born in 1892, operates the coal business started by L. S. Bosworth in 1851 at Barrington, Rhode Island. The yard occupies the site of the first trading post in Rhode Island, taken more than 150 years ago by the Bosworth family, who came over in 1635.

ALLAN A. CAMPBELL, retail coal merchant of Phenix, Rhode Island, was born March 20, 1862, in Washington, Rhode Island, and has been in the coal and feed business twenty-six years.

ADIN M. CAPRON, retail coal merchant of Centerdale, Rhode Island, was born December 2, 1882, at Stillwater, Rhode Island, and has been in the coal business about two years.

WILLIAM H. CLARKE, Treasurer and Manager Pinniger & Manchester Co., Inc., retailers of coal at Newport, Rhode Island, was born in Newport October 5, 1867, and has been in the coal business for thirty-four years. The firm was formed by David T. Pinniger and A. Russell Manchester in 1871 and incorporated in 1904.

HARRY ELLIS DAVIS, member of the New England Coal Co. of Woonsocket, Rhode Island, was born May 1, 1868, in Northboro, Massachusetts, and has been in the coal business for nineteen years. Mr. Davis has served as a member of the Executive Committee of the New England Coal Dealers Association since 1915. He was a member of the Rhode Island State Legislature, 1909-1911, and has always been active in all plans for the betterment of Woonsocket.

WILLIAM H. FROST, proprietor of the retail firm of W. H. Frost of Auburn, Rhode Island, was born August 27, 1889, at Rochester, New Hampshire, and has been in the coal business for six years.

JOHN D. GLOVER, Manager M. A. Pennington & Co., retailers at Pawtucket, Rhode Island, was born in Canada, October 25, 1878, and has been in the coal business thirteen years.

ALBERT A. HUDSON, member of the New England Coal Co. of Woonsocket, Rhode Island, was born in Esmond, Rhode Island, January 10, 1868, and has been in the coal business twenty-nine years. Mr. Hudson was formerly connected with Frank E. Holden.

P. D. HUMPHREY, retail coal merchant of Tiverton, Rhode Island, was born December, 1843, in Tiverton, and has been in the coal business about twenty-five years.

WILLIAM S. JEFFERDS, Manager W. S. Jefferds & Co., retailers of coal at Lonsdale, Rhode Island, was born March 17, 1857, at Boston, Massachusetts, and has been in the coal business sixteen years.

GEORGE MACAULEY, Manager A. E. Bullock & Co., retail coal merchants of Lonsdale, Rhode Island, was born in Lonsdale June 27, 1874, and has been in the coal business about seven years.

PATRICK J. MEE, proprietor O. J. Mee Coal Co. of Woonsocket, Rhode Island, was born June 10, 1863, in Woonsocket, and has been in the coal business for twenty-five years.

ELMER H. REYNOLDS, retail coal merchant of Nasonville, Rhode Island, was born June 8, 1869, at Glocester, Rhode Island, and has been in the coal business nine years.

MISS ELIZABETH BREESE SMITH, Manager George Bowen Coal Co., Newport, Rhode Island, was born in Dunellen, New Jersey, November 28, 1868, and has been in the coal business twenty-three years. This business was originally started in 1800 by Miss Smith's great grandfather as a shipping business, and in 1821 was continued by his two sons, Stephen and George Bowen. After the death of Stephen Bowen, about 1845, George Bowen entered into the wood and coal business, which he carried on until his death.

DENNIS J. SULLIVAN, President The D. J. Sullivan Co., Newport, Rhode Island, was born in 1855 in Newport and has been in the coal business for twenty years.

D. J. F. SULLIVAN, Vice President The D. J. Sullivan Co. of Newport, Rhode Island, was born in Newport in November, 1888.

WILLIAM E. SULLIVAN, Secretary The D. J. Sullivan Co. of Newport, Rhode Island, was born in Newport April 8, 1891, and has been in the coal business four years.

WILLIAM R. WHIPPLE, retail coal merchant of Washington, Rhode Island, was born in Washington March 14, 1870, and has been in the coal business three years.

FRANK N. WILCOX, a retail coal merchant of Westerly, Rhode Island, was born in Hopkinton, Rhode Island, May 7, 1868, and has been in the coal business ten years.

VERMONT

JOHN FREDERICK ALEXANDER, retail coal merchant of Saxtons River, Vermont, was born February 21, 1838, at Chesterfield, New Hampshire, and has been in the coal business eighteen years.

GEORGE M. ANDREWS of the retail firm of G. M. Andrews Coal & Wood Co., Montpelier, Vermont, was born June 20, 1863, at Duxbury, Vermont, and has been in the coal business seven years.

WALTON F. ANDREWS, member of the firm of Rich & Andrews, retailers of coal at Manchester Depot, Vermont, was born January 13, 1861, at East Otto, New York, and has been in the coal business twenty-five years.

CHAS. D. BARBER, retail coal merchant of Windsor, Vermont, was born in Windsor September 4, 1874, and has been in the coal business three years.

EDWIN I. BENSON, retail coal merchant of Woodstock, Vermont, was born September 19, 1867, in Woodstock, and has been in the coal business five years. Mr. Benson is also interested in building material, lumber, milling, flour and grain.

ERNEST ASA BRODIE, Treasurer and Manager Citizens Coal Co. of Burlington, Vermont, was born in Stanstead, Quebec, Canada, July 20, 1865, and has been in the coal business nineteen years.

E. B. CHASE, retail coal merchant of Barnet, Vermont, has been in the coal business for nine years.

EDGAR R. COOK, proprietor of E. R. Cook Coal & Lumber Co., Barton, Vermont, was born at Craftsburg, Vermont, March 30, 1856, and has been in the coal business for twelve years.

R. W. H. DAVIS, Treasurer and Manager Davis Coal & Transfer Co., Newport, Vermont, was born September 24, 1886, in Newport, and has been in the coal business ten years.

CHARLES L. FRENCH, proprietor of the retail coal business of C. L. French, Hardwick, Vermont, was born in 1851 at Hardwick, and has been in the coal business twenty-five years.

CHARLES E. HAMBLET, retail coal merchant of Barton, Vermont, was born December 4, 1857, at Morgan, Vermont, and has been in the coal business for six years.

FRITZ WENDELL JACKSON, partner of the retail coal firm of Morse & Jackson, Barre, Vermont, was born at Springfield, Vermont, February 18, 1876. Mr. Jackson was previously connected with Towne & Leonard.

DAN M. JOHNSON, member of the firm of W. B. Johnson & Son, retailers of coal at Essex Junction, Vermont, was born June 5, 1876, at Williston, Vermont, and has been in the coal business twenty years.

W. B. JOHNSON, senior member of the retail coal firm of W. B. Johnson & Son, was born at Jericho, Vermont, November 4, 1849, and has been in the coal business thirty-nine years.

M. CLARENCE KNIGHT, retail coal merchant of Newbury, Vermont, was born in Newbury September 24, 1861, and has been in the coal business twenty years.

WILLIAM B. LADD, retail coal merchant of Enosburg Falls, Vermont, was born in Enosburg January 1, 1872, and has been in the coal business eighteen years.

LENO A. LAPELLE, retail coal merchant of Swanton, Vermont, was born in Swanton, and has been in the coal business about five years.

MERRILL L. LAWRENCE, President and Manager Lawrence & Wheeler, Inc., retailers of coal at Springfield, Vermont, was born June 14, 1841, in Windham, Vermont, and has been in the coal business twenty-five years.

GEORGE P. MOORE, President Geo. P. Moore Co., retailers of coal at St. Johnsbury, Vermont, was born September 4, 1842, at Bradford, Vermont, and has been in the coal business since 1888.

H. W. MYERS, President H. W. Myers & Son, Inc., retail coal merchants at Bennington, Vermont, was born January 10, 1848, and has been in the coal business for eighteen years.

WM. H. MYERS, Treasurer H. W. Myers & Son, Inc., Bennington, Vermont, was born January 27, 1886, in Pownal, Vermont, and has been in the coal business ten years.

H. M. O'DELL, retail coal merchant of Montpelier, Vermont, was born September 3, 1868, in O'Delltown, Quebec, Canada, and has been in the coal business ten years. Mr. O'Dell was previously connected with Taft & O'Dell.

RICHARD B. OSHA, retail coal merchant of Randolph, Vermont, was born November 5, 1872, at West Braintree, Vermont, and has been in the coal business three years.

NED E. PIERCE, Secretary and Treasurer Elias Lyman Coal Co., Burlington, Vermont, was born in 1879 at North Shrewsbury, Vermont, and has been in the coal business thirteen years. Mr. Pierce has held the position of Vice President of the New England Retail Coal Dealers Association and has been a Director of the Central New York and New England Coal Association.

ROLLAND C. REED, President and Manager The Reed Coal Co., Fair Haven, Vermont, was born January 14, 1857, in Fair Haven and has been in the coal business forty-three years.

HORACE A. RICHARDSON of the retail coal firm of Calder & Richardson, Barre, Vermont, successors to G. I. Jackson & Co., was born October 4, 1870, at West Corinth, Vermont.

GEORGE C. SHEDD, retail coal merchant of Springfield, Vermont, was born in 1852 at West Windsor, Vermont, and has been in the coal business about twelve years.

MRS. ROSE CORNELIA SHEPLE, well known coal merchant at Waterbury, Vermont, was born April 11, 1853, in Waterbury, and has been in the coal business twenty-two years. Mrs. Sheple became Manager of this retail business at the death of her husband, H. S. Sheple, in 1895.

FRANK RICHARDSON SHERMAN, member of the retail coal firm of F. M. Sherman & Co., Newport, Vermont, was born in Newport, Vermont, and has been in the coal business twenty years.

LUTHER TUCKER SPARHAWK, retail coal merchant of Randolph, Vermont, was born February 11, 1831, at Rochester, Vermont, and has been in the coal business about thirty-eight years.

FRED STICKLES, Manager Henry M. Tuttle Co., retailers of coal at Bennington, Vermont, was born June 16, 1870, at Churchtown, New York, and has been in the coal business nine years.

JAMES HENRY WHELDEN, President and Treasurer of J. H. Whelden Coal Co., Brandon, Vermont, was born December 10, 1876, at Ludlow, Vermont, and has been in the coal business eleven years. Mr. Whelden was previously connected with the Whelden Coal Co. of Ludlow.

NEW JERSEY

FROM the point of view of real consumption of coal New Jersey is outranked only by Pennsylvania, the premier state in the production, total and square mile consumption. Using the 1915 figures as a basis, New Jersey, despite its relatively small territorial extent, was seventh in the list of coal consumers, being exceeded in actual consumption by Pennsylvania, Illinois, New York, the New England group, Ohio and Indiana. Upon a square mile basis, however, its rank is eighth. Upon a per capita basis it ranks eighth. While its anthracite consumption, 2.9 tons, is more than three and one-half times greater than that for the country as a whole, its bituminous coal consumption per capita is only 1.29 tons, against the general average of 2.04 tons. The total, both anthracite and bituminous coal, is 4.19 tons, which shows up very favorably in comparison with the country average of 2.82 tons.

Although a heavy consumer of fuel New Jersey, in common with other states in the same general territory, draws its supplies from few producing zones. Michigan, for example, which follows New Jersey in point of total consumption, called upon ten producing states to fill its needs in 1915; New Jersey shipments came from but three. This is, of course, in a large measure explained by the predominance of anthracite as the leading fuel in the Middle Atlantic and New England group of states. In New Jersey, for example, anthracite receipts of 8,375,000 tons in 1915 constituted over 75 per cent of the total tonnage used in that state during that year. Pennsylvania bituminous came next with 3,489,656 tons. In other words one state furnished New Jersey with over 94.5 per cent of its total fuel supply. West Virginia contributed 645,600 and Maryland 33,561 tons to the grand total of 12,543,817 tons.

Aside from its importance as a consumer both of domestic and steam sizes for internal enterprises—and New Jersey, even before the war, was one of the leading manufacturing states of the Union—it is also the gateway through which a large share of the coal supply of New York City passes. The greater number of the discharging piers for handling coal to supply Manhattan are located on the Jersey side of the river. They include the Pennsylvania Railroad piers at South Amboy, with a daily capacity of 300 cars; the Lehigh Valley facilities at Perth Amboy, where 250 cars per day can be handled under favorable conditions; the Philadelphia & Reading terminals at Port Reading with a daily capacity of 500 cars; the Central Railroad of New Jersey's facilities at Elizabethport, 250 cars daily, Port Johnston, 150 cars, and Port Liberty, 100 cars; the 350-car capacity Hoboken piers of the Delaware, Lackawanna & Western Railroad; the New York, Ontario & Western Railway's terminals at Weehawken, where 175 cars can be handled in a day, and the Erie Railroad's facilities for handling 250 cars per day under favorable conditions at Undercliff. In other words, eliminating the Arlington piers, New York harbor facilities for handling coal have an aggregate capacity of approximately 2,000 cars per day. Facilities for handling 1,675 cars of this total are on the New Jersey side.

JOHN W. BELLIS, Hoboken, New Jersey, President Jagels & Bellis, well-known retail coal merchants at Hoboken, New Jersey, was born September 8, 1871, in Oradell, New Jersey, and has been in the coal business twenty-nine years. Before taking over his present interests Mr. Bellis was connected with Williams & Peters.

C. H. C. JAGELS, Summit, New Jersey, Treasurer Jagels & Bellis, large retail coal merchants at Hoboken, New Jersey, was born September 3, 1870, in New York, and has been in the coal business for twenty-four years. Mr. Jagels has been President of the Hudson County Coal Merchants' Association.

NEW JERSEY—Newark

MRS. E. L. KOLLER, President and Treasurer of the E. L. Koller Manufacturing & Coal Chute Co., Newark, New Jersey, was born in Alsace-Lorraine of French parentage, and has been manufacturing and handling coal dealers' supplies for twenty-two years. She has a wide acquaintance among retail coal merchants in the East.

JOSEPH H. LUCKING, retail coal merchant of Newark, New Jersey, was born April 12, 1870, in Newark and has been in the coal business for thirty years.

JOHN FRANKLIN POST, well known retailer at Newark, New Jersey, was born February 24, 1857, at Butler, New Jersey, and has been in the coal business for thirty-two years.

ALEXANDER H. ROSS, senior member of the retail firm of A. H. Ross & Co., of Newark, New Jersey, was born September 11, 1848, in New York City, and has been in the coal business for fifty-two years. Mr. Ross was for a number of years connected with the Delaware & Hudson Co.

ROBERT LINCOLN ROSS, junior member of A. H. Ross & Co., Newark, New Jersey, is fifty-two years of age and has been in the coal business for thirty-five years.

ANTON STEINES, retail coal merchant of Newark, New Jersey, was born October 29, 1851, in Germany and has been in the coal business twenty-eight years.

ERNEST C. STREMPEL, member of the firm of S. Trimmer & Co., Newark, New Jersey, was born in 1863 in Newark and has been in the coal business about thirty years. Mr. Strempel is also Vice President of the New Jersey Coal Dealers' Association.

NEW JERSEY

J. NELSON AKE, President Egg Harbor Coal & Lumber Co., Egg Harbor City, New Jersey, was born April 3, 1878, in Hillsdale, Indiana County, Pennsylvania, and has handled coal twenty-one years, fifteen years in business and six years in the mines. Mr. Ake is also President of the Hammonton Lumber Co. at Hammonton, New Jersey, Director of the Commercial Bank of Egg Harbor City, and Director of the Hammonton Trust Co. of Hammonton.

DAVID W. BALL, President and Treasurer of the David W. Ball Co., retail coal merchants of East Orange, New Jersey, was born January 2, 1858, in East Orange, and has been in the coal business ten years. Mr. Ball is also Auditor of the New Jersey Coal Dealers Association.

JOHN J. BLONDEL, President John Blondel & Son, Inc., retail coal merchants at Montclair, New Jersey, was born July 2, 1873, at Montclair, and has been in the coal business for sixteen years. Mr. Blondel is a member of the Board of Directors of the New Jersey Coal Dealers' Association.

ALFRED W. BOOTH, President Alfred W. Booth & Bro., Inc., retailers of coal at Bayonne, New Jersey, was born in 1850 in New York, and has been in the coal business for forty-four years.

THOMAS M. BREWSTER, President Brewster & Son, Inc., retail coal merchants of Ridgefield Park, New Jersey, was born in Fairview, New Jersey, and has been in the coal business for thirty-four years.

MYRON V. BROWN, retail coal merchant of Red Bank, New Jersey, was born October 2, 1882, in Red Bank, and has been in the coal business twelve years. Up to June 1, 1918, when Louis E. Brown, the junior member, retired, the firm has been M. V. Brown & Co. Mr. Brown handles a varied line of farm implements and feed.

CHARLES H. BRUETT, Secretary and Manager of John Blondel & Son, Inc., Montclair, New Jersey, was born December 10, 1882, in Bloomfield, New Jersey, and has been in the coal business for eleven years.

WILLIAM HENRY CAWLEY, JR., President and Treasurer Consumers Supply Co., Somerville, New Jersey, was born February 3, 1873, in Frenchtown, New Jersey, and has been in the coal business for eight years.

JACOB CISER, President J. Ciser & Sons, retail coal merchants at East Rutherford, New Jersey, was born in 1848, and has been in the coal business eighteen years.

IRVING A. COLLINS, President and Treasurer of J. S. Collins & Son, Inc., Moorestown, New Jersey, was born September 29, 1872, in Moorestown, and has been in the coal business twenty-seven years.

JAMES H. CONNOR, President J. H. Connor Coal Co., well known retail coal merchants of Montclair, New Jersey, was born August 17, 1864, in Dubuque, Iowa, and has been in the coal business for thirty-five years. Mr. Connor was previously interested in the firm of Dabney & Connor and has been a Director in the New Jersey Coal Dealers' Association. He is also Vice President of the Montclair Trust Co.

JOHN W. COYLE, JR., Vice President James Coyle, Inc., Jersey City, New Jersey, was born in 1894 in Jersey City.

JOHN C. CONOVER, retail coal merchant of Orange, New Jersey, was born September 10, 1860, at Holmdel, New Jersey, and has been in the coal business for twenty-six years.

THORNTON CONOVER, Manager Conover & Matthews, retail coal merchants of Princeton, New Jersey, was born in 1875 in Princeton, and has been in the coal business for sixteen years. Mr. Conover was previously connected with Conover & Murray.

JOHN D. CONTANT, handling a retail coal business at Lodi, New Jersey, was born May 5, 1877, in the Netherlands, and has been in the coal business for seven years.

HELEN G. COUGHLIN is the sole owner of Coughlin Bros., Jersey City, New Jersey, since the death of her husband, Thomas M. Coughlin. The coal yard has been in operation over twenty-five years.

DANIEL DARMS, proprietor of a retail coal business at Woodbury, New Jersey, was born July 10, 1867, in Switzerland, and has been in the coal business for two years. Previous to going into the coal business Mr. Darms was in the newspaper business for ten years.

CHARLES E. DAYMOND, proprietor Daymond & Wenzel, retail coal merchants of Trenton, New Jersey, was born August 26, 1853, in Trenton and has been in the coal business for twenty-two years. Mr. Daymond was Secretary of the Trenton Coal Dealers' Association for several years.

EDWARD W. DAYMOND, son of Charles E. Daymond, and very active in business, has been with Daymond & Wenzel, retailers of coal at Trenton, New Jersey, for eleven years.

EDWIN DEMAREST, retail coal merchant of Tenafly, New Jersey, was born November 30, 1861, at Cresskill, New Jersey, and has been in the coal business for thirty years.

GEO. H. DONALDSON, Secretary James Coyle, Inc., successors to the late James Coyle, well known retail coal merchant of Jersey City, New Jersey, was born in 1867, in New Jersey, and has been in the coal business for two years.

WILLIS R. DOYLE, proprietor of a retail coal business at Trenton, New Jersey, was born September 2, 1856, at Frankford, Pennsylvania, and has been in the coal business for thirty years. Mr. Doyle was previously connected with J. B. Richardson and J. T. Barry of Trenton.

D. S. DRAKE, retail coal merchant of Netcong, New Jersey, was born November 18, 1871, in Netcong and has been in the coal business for twenty-nine years. Mr. Drake was previously connected with The Drake-Bostedo Co.

WM. A. DUNLAP, Secretary The Osborne & Marsellis Co., of Upper Montclair, New Jersey, was born November 1, 1871, in New York City, and has been in the coal business twenty years.

WALTER H. EASTLACK, Secretary and Treasurer Eastlack Coal Co., retail coal merchants at Merchantville, New Jersey, was born February 8, 1864, in Germantown, Pennsylvania, and has been in the coal business for fifteen years. Mr. Eastlack is also a Director of the Pennsylvania Retail Coal Merchants' Association and of the Philadelphia Coal Club.

PETER EELMAN, President Eelman & Co., retailers of coal at Garfield, New Jersey, was born March 7, 1865, in Holland, and has been in the coal business for seventeen years.

GEO. W. ESSLINGER, retail coal merchant of West Englewood, New Jersey, was born June 4, 1864, at Newark, New Jersey, and has been in the coal business for seven years.

STEPHEN M. FERENCZI, retail coal merchant at Bayonne, New Jersey, was born November 3, 1893, in Bayonne. Mr. Ferenczi has been in the coal business for ten years, succeeding his father, Joseph Ferenczi, at his death.

B. C. FESSENDEN, President and Treasurer Dumont Coal & Lumber Co., Dumont, New Jersey, was born January 11, 1843, at Sandwich, Massachusetts, and has been in the coal business for ten years.

GEO. T. FREEMAN, retail coal merchant of Whippany, New Jersey, was born February 8, 1863, in Whippany and has been in the coal business for twenty-two years.

WM. P. FRUMAN, retail coal merchant of Rockaway, New Jersey, was born August 10, 1874, in Rockaway.

HENRY CLARK GITHENS, retail coal merchant at Atco, New Jersey, was born September 8, 1879, in Philadelphia, Pennsylvania, and has been in the coal business for about two years.

GILL M. HANNOLD, well known retail coal merchant of Paulsboro, New Jersey, was born November 7, 1865, in Paulsboro, and has been in the coal business for twenty-one years. Before going into business for himself, Mr. Hannold was associated with his father, T. C. Hannold, for eight years.

JOSEPH HARRIGAN, retail coal merchant of Plainfield, New Jersey, was born March 1, 1857, at Albany, New York, and has been in the coal business for sixteen years.

FRED J. HARRIS, Secretary and Treasurer Consumers' Coal Co., Plainfield, New Jersey, was born at Plainfield in 1869, and has been in the retail coal business thirty years. His previous connections were with Harris Bros., Fred J. Harris, and Weber & Harris.

GEORGE HERRMANN, retail coal merchant of Paterson, New Jersey, was born December 9, 1868, in Paterson and has been in the coal business for twelve years. Mr. Herrmann was formerly interested in Herrmann & Titus.

CLARENCE M. HETFIELD, Sales Agent at Plainfield, New Jersey, for W. H. Bradford & Co., Inc., was born June 4, 1889, in Plainfield, and has been in the coal business for nine years. Mr. Hetfield was previously connected with the Consolidation Coal Co., Bulah Coal Mining Co., and Geo. D. Harris & Co.

CHARLES F. HIRSCH, General Manager Hirsch Bros., retail coal merchants at Trenton, New Jersey, was born January 14, 1886, in Trenton and has been in the coal business seven years.

ALFRED T. HOLLEY, President Holley & Smith, Inc., Hackensack, New Jersey, retail coal merchants of Hackensack, was born February 15, 1872, in Hackensack, and has been in the coal business for twenty-seven years. Mr. Holley is also President of the Retail Coal Dealers Association.

FREDERICK JAGELS, Treasurer Jagels, Inc., doing a retail business at East Orange and Belleville, New Jersey, was born April 8, 1873, in New Jersey, and has been in the coal business for twenty-nine years.

RALPH ELMER JERRELL, proprietor Jerrell & Son, handling a retail coal business at Bridgeton, New Jersey, was born February 9, 1892, at Bridgeton, New Jersey. This business was established by Wm. Jerrell thirty years ago, and until his death, June 8, 1914, was run by himself and son, Howard W. Jerrell. Ralph Elmer Jerrell was taken into the business at this time, and since the death of his father, Howard W. Jerrell, March 22, 1915, has kept the business going under the name of Jerrell & Son.

CHAS. A. LINDSLEY, Treasurer S. & C. A. Lindsley, Inc., Orange, New Jersey, was born April 30, 1859, in Orange, and has been in the coal business for thirty-four years. Mr. Lindsley is also Treasurer of the New Jersey Coal Dealers' Association. This firm is successor to J. M. Lindsley & Sons and N. & G. Lindsley, and has been doing business since 1806.

JOHN MALLON, retail coal merchant of Paterson, New Jersey, was born March 28, 1842, in Ireland, and has been in the coal business for about seven years.

ARTHUR S. MARSELLIS, President Osborne & Marsellis Co., retailers of coal at Upper Montclair, New Jersey, was born in 1872 in Brooklyn, New York, and has been in the coal business for twenty years.

ALFRED HARRISON MATTHEWS, President and Treasurer A. M. Matthews & Co., Inc., of Orange, New Jersey, was born March 2, 1869, in Orange and has been in the coal business for thirty years. Mr. Matthews was formerly connected with the Lehigh Valley Coal Co. He is also a Director of the New Jersey Coal Dealers' Association.

GEORGE VAIL MUCHMORE, well known retail coal merchant of Summit, New Jersey, was born in 1854 in Morristown, New Jersey, and has been in the coal business for forty years. Mr. Muchmore was for a number of years Sales Manager for the retail firm of Day & Muchmore, at Morristown, New Jersey, of which his father was an active partner.

WM. A. O'BRIEN, retail coal merchant of Passaic, New Jersey, was born in 1880 in Passaic and has been in the coal business for eleven years.

FRED J. OGDEN, member of the firm of Ogden & Cadmus, retailers of coal at Bloomfield, New Jersey, was born March 23, 1868, in Parsippany, New Jersey, and has been in the coal business for twenty-four years. Mr. Ogden was a member of the Executive Board of the New Jersey Coal Dealers Association.

GEORGE H. PAYSON, retail coal merchant of Englewood, New Jersey, was born in October, 1860, at Brooklyn, New York, and has been in the coal business thirty years.

WILLIAM R. POINSETT, retail coal merchant of Swedesboro, New Jersey, was born in 1860 at Moorestown, New Jersey, and has been in the coal business for twenty-five years.

JOHN R. QUIGLEY, Manager J. R. Quigley Co., Gloucester City, New Jersey, was born in Ireland and has been in the coal business for twenty-three years.

HARRY REEVES, General Manager Consumers Coal & Supply Co., Ocean Grove, New Jersey, was born October 10, 1878, at Ellisdale, New Jersey, and has been in the coal business for fifteen years.

EDWARD M. RODROCK, President and General Manager E. M. Rodrock Co., Paterson, New Jersey, was born July 12, 1866, in Blaine, Pennsylvania, and has been in the coal business fourteen years. His son, Harold E., having become 21 years of age July 4, 1918, was taken into the firm as Treasurer July 5, 1918.

RAYMOND G. RUMMEL, Manager Coughlin Bros., Jersey City, New Jersey, was born August 24, 1892, in Albany, New York, and has been in the coal business eight years.

RAY W. SALMON, Manager T. B. Miller Co., retailers of coal at Summit, New Jersey, was born July 14, 1883, at Hackettstown, New Jersey, and has been in the coal business for ten years.

THOMAS A. SHIELDS, Secretary and Treasurer Shields-Chamberlain Co., retail coal merchants of Hackettstown, New Jersey, was born September 22, 1885, in Hackettstown, and has been in the coal business eleven years.

BENJAMIN T. SMITH, General Manager Milford Coal & Lumber Co., retailers of coal at Elizabeth, New Jersey, was born in April, 1890, in Elizabeth, and has been in the coal business for five years.

ELMER T. SMITH, retail coal merchant of Middlebush, New Jersey, was born December 8, 1880, at Belle Meade, New Jersey, and has been in the coal business for about nine years.

STEPHEN J. SPEER, retail coal merchant of Caldwell, New Jersey, was born in October, 1870, at Montclair, New Jersey, and has been in the coal business for twenty-seven years. Mr. Speer was previously connected with Fairlie & Wilson Coal Co., Newark, New Jersey.

THOMAS S. STEVENS, Treasurer and Manager of the Cape May Coal & Ice Co., Cape May City, New Jersey, was born December 8, 1867, in Cape May, and has been in the coal business there for fifteen years.

ELWOOD H. STOKES, retail coal merchant of Mount Holly, New Jersey, was born November 24, 1873, at Jacksonville, New Jersey, and has been in the coal business for fifteen years. Mr. Stokes is one of the best known retailers in that section.

JAMES ROBBINS TAPPER, sole owner of the Stockton Coal Co., doing a retail coal business at Camden, New Jersey, was born June 3, 1873, at Newtown, New Jersey, and has been in the coal business for fourteen years.

JAMES C. TATTERSALL, President and Treasurer of The Tattersall Co., retailers of coal at Trenton, New Jersey, was born October 13, 1872, in Trenton and has been in the coal business for twenty-one years. Mr. Tattersall is a well known retailer and has served as President of the Pennsylvania Retail Coal Merchants' Association and as a Director of the National Retail Coal Merchants' Association.

SIDNEY S. THOMPSON, proprietor J. & S. S. Thompson, retail coal merchants at Elizabeth, New Jersey, was born in 1846 in Elizabeth, and has been in the coal business for forty-seven years. This business was established in 1842 by Aaron Q. Thompson, and until his death in 1875 was run as A. Q. & J. Thompson. Since then the firm has been doing business under the name of J. & S. S. Thompson.

JOSEPH TOKER, retail coal merchant of Elizabeth, New Jersey, was born in 1874 in Austria, and has been in the coal business for twelve years. Mr. Toker was formerly President of Canton, Halprin & Toker.

HOWARD W. VAN ARTSDALEN, retail coal merchant at Titusville, New Jersey, was born in 1855 at Philadelphia, Pennsylvania, and has been in the coal business for twenty-nine years.

W. E. VAN COURT, retail coal merchant of Oak Tree, New Jersey, was born January 31, 1867, in Oak Tree and has been in the coal business for twenty-seven years.

JOHN I. VAN ORDER, President and Treasurer of The Slayback-Van Order Co., retail coal merchants of Caldwell, New Jersey, was born September 9, 1864, in Caldwell, and has been in the coal business for thirty years.

SAMUEL H. WEATHERBY, sole owner of a retail coal business at Woodstown, New Jersey, was born November 25, 1879, in Woodstown and has been in the coal business for seventeen years. Mr. Weatherby was previously connected with the retail firm of Weatherby & Son.

JAMES WIGHT, well known retail coal merchant of Lakewood, New Jersey, was born in North Belmar, New Jersey, and has been in the coal business twenty-six years.

FRED D. WIKOFF, President Fred D. Wikoff Co., retailers of coal at Red Bank, New Jersey, was born September 27, 1863, in Freehold, New Jersey, and has been in the coal business twenty years.

R. F. WILLIS, member of the firm of R. F. Willis & Bro., Inc., well known retail coal merchants of Penns Grove, New Jersey, was born in Maryland and has been in the coal business for seventeen years, sixteen years in his present location.

H. F. WILSON, Line Sales Agent for the Lehigh & Wilkes-Barre Coal Co. at Elizabeth, New Jersey, was born April 19, 1876, in Elizabeth, and has been in the coal business for nine years. Previous to taking his present position Mr. Wilson was in the railroad business for several years.

JAMES WILSON, JR., Secretary and Treasurer James Wilson & Son, Inc., retailers of coal at Paterson, New Jersey, was born August 19, 1874, in Paterson, and has been in the coal business for thirty years. Mr. Wilson is also President of the Paterson Coal Dealers' Association.

S. JARRETT WOOLMAN, retail coal merchant of Vincentown, New Jersey, was born April 20, 1870, at Rancocas, New Jersey, and has been in the coal business for nineteen years.

CHARLES HENRY ZEHNDER, Allenhurst, New Jersey, President of The Austen Coal & Coke Co., Austen, West Virginia, was born April 16, 1856, in Pennsylvania, and has been in the coal business fifteen years. Mr. Zehnder is also President of the Benedict Coal Corp. at St. Charles, Virginia.

NEW MEXICO

NEW MEXICO holds a high place among the coal-producing states of the historic Southwest. Its coal fields, like most of those of the Rocky Mountain region, are geologically of the Cretaceous age. In quality they range from sub-bituminous to anthracite. The anthracite beds, however, are of limited area and the annual production does not exceed fifty thousand tons. The coal fields of the state are widely scattered. The United States Geological Survey reports five known coal-bearing areas, viz., the Raton, San Juan River, Valencia-Bernalillo, the Los Cerillos and the White Oaks fields.

The Raton field in Colfax county is the most important commercially of this quintet. This district, which is a southern extension of the Trinidad field of Colorado, contributes over two-thirds of the total production of the state. While the largest coal-bearing areas in the state are sub-bituminous in character, that of the Raton field is a high grade, true coking bituminous and, in recent years, nearly 750,000 tons of the Colfax county output has been manufactured into coke at the mines and distributed in that form over a wide consuming territory. Smelters in Arizona and New Mexico, which have been forced in years past to rely almost wholly upon the eastern ovens, offer a fruitful field of exploitation for the coke output of New Mexico and Colorado. The Raton field is known to contain at least five beds of sufficient thickness to be of economic importance, but developments have been largely confined to the lowest bed.

The San Juan River coal region, extending southward from Durango, Colorado, through Rio Arribo, San Juan and McKinley counties, New Mexico, to Gallup and Mount Taylor, contains about 13,000 square miles and is the largest field in the state. The New Mexico centers of production are at Monero in the north, where the coal is bituminous, and Gallup, in the south, where the coal is high-grade sub-bituminous. While the Los Cerillos field in Santa Fe county and the White Oaks in Lincoln county are relatively small in area, they contain true bituminous coal. In the former county part of the coal has been locally metamorphosed into anthracite, the output of which has been in the neighborhood of 35,000 tons per annum. Lincoln county operations have been limited to local production. Coking coal is found in Socorro county.

Government production statistics for the state begin with 1882, when 157,092 tons were mined. The growth in output was marked by many up and down tendencies during the years following and it was not until 1899 that the 1,000,000-ton mark was passed. Production since that date is shown in the following tabulation:

Year.	Ton.	Year.	Ton.
1900	1,299,299	1909	2,801,128
1901	1,086,546	1910	3,508,321
1902	1,048,763	1911	3,148,158
1903	1,541,781	1912	3,536,824
1904	1,452,325	1913	3,708,806
1905	1,649,933	1914	3,877,689
1906	1,964,713	1915	3,817,940
1907	2,628,959	1916	3,793,011
1908	2,467,937		

While the records of 1915 production and distribution show that 28 per cent. of the output was used within the state, the greater part of this local consumption was for coke manufacture and much of this in turn reached various interstate destinations. The mines consumed 28,868 tons for steam and heating purposes and sold 33,277 tons to the local trade. Coking operations absorbed 734,713 tons and intrastate shipments accounted for 259,580 tons of the total of 1,056,438 tons reported as used within the state. The railroads took 1,635,752 tons, or 43 per cent. All-rail exports to Mexico totaled 155,030 tons, or approximately four per cent., while approximately five per cent., or 193,283 tons, were shipped to Texas ports on the Gulf of Mexico for use as bunker fuel. Approximately 20 per cent., or 777,437 tons, reached markets in other states, the distribution being as follows: Arizona, 158,273 tons; California, 75,025; Colorado, 107,877; Kansas, 98,103; Nebraska, 339; Nevada, 135; Oklahoma, 24,096 and Texas, 313,589 tons.

The per capita consumption within the state is naturally low, .80 ton, and the square mile consumption, nine tons, is also far below the general average. New Mexico depends upon home mines for over 97 per cent. of the total fuel—other than railroad—used within the state. In 1915, out of a total consumption of 1,079,465 tons, New Mexico contributed 1,056,438 tons (including coal coked at the mines). Colorado shipped 22,948 tons into New Mexico, while the Pennsylvania and West Virginia receipts, 29 and 50 tons respectively, no doubt represent smithing coal.

NEW MEXICO

JOHN S. BEAVEN, retail coal merchant of Albuquerque, New Mexico, was born January 5, 1862, at Lebanon, Kentucky, and has been in the coal business for twenty-seven years.

EDWARD BARCUS BULLOCK, retail coal merchant of Artesia, New Mexico, was born October 11, 1874, in Clark County, Arkansas, and has been in the coal business for seven years.

DAVID W. CONDON, retail merchant of E. Las Vegas, New Mexico, was born April 5, 1866, at Chicago, Illinois, and has been in the coal business twelve years.

GEORGE EDMUND COOK, proprietor of the G. E. Cook Garage & Transfer Co., Socorro, New Mexico, was born July 11, 1877, at Parsons, Kansas, and has been in the coal business for twelve years.

HENRY G. COORS, President Coors Lumber Co., E. Las Vegas, New Mexico, was born in Cincinnati, Ohio, and has been in the coal business twenty-five years.

EDWARD T. HANN of the Lowe & Hann Coal Co., Silver City, New Mexico, was born in 1868 at Camden, New Jersey, and has been in the coal business for ten years.

GEORGE MURRAY HANSON, General Manager Dawson Fuel Sales Co., Dawson, New Mexico, was born November 9, 1869, at Sidney, Ohio, and has been in the coal business twelve years. Mr. Hanson is also General Sales Agent and Auditor of the Phelps Dodge Corp., Stag Canon branch.

LARS W. HENDRICKSON, operating the Kirkland mine at Kirkland, New Mexico, was born July 19, 1861, in Sweden and has been in the coal business for thirty years.

JOHN CUSTER LARKIN, Sales Manager Swastika Fuel Co., Raton, New Mexico, was born July 14, 1877, in North Carolina, and has been in the coal business twenty-two years. Mr. Larkin is one of the most energetic and popular coal men in the West, and previous to taking his present position was in charge of the retail department of the Colorado Fuel & Iron Co. at Denver, Colorado. He has an unusual number of warm personal friends in the coal trade.

THOMAS L. LOWE of the Lowe & Hann Coal Co., Silver City, New Mexico, was born September 24, 1872, at Sigourney, Iowa, and has been in the coal business for fifteen years.

AMADEO LUCHETTI, Manager Luchetti coal mine, Monero, New Mexico, was born October 16, 1874, in Italy and has been in the coal business for fifteen years.

FRANK E. NUDING, Vice President and Manager of the Capital Coal Yard in Santa Fe, New Mexico, was born in 1878 at Red Bank, New Jersey, and has been in the coal business for fourteen years. He also is interested in the Fresno Fuel Co. at Fresno, California.

ROBERT R. POLLOCK, Vice President Diamond Coal Co., Albuquerque, New Mexico, was born May 13, 1871, in Zearing, Iowa, and has been in the coal business eight years. He is also interested in the Western Fuel Co.

WORTHINGTON W. RISDON, State Coal Mine Inspector at Albuquerque, New Mexico, was born March 10, 1861, at Genoa Bluffs, Iowa, and has been in the coal business for twenty-seven years. He was formerly connected with the Gallup Coal Co., Crescent Coal Co., Primrose Coal Co., and the Aubuquerque & Cerrillos Coal Co.

D. Y. TOMLINSON, JR., proprietor of the Tomlinson Coal Co., Roswell, New Mexico, was born April 2, 1878, in Belton, Texas, and has been in the coal business three years.

NEW YORK

NEW YORK, although not a coal producing state, ranks third in point of consumption. Its widespread manufacturing enterprises, its important shipping activities and its climatic conditions make it a most attractive market to the coal men in the four states that normally serve it with fuel, while the location of its two largest cities have made them among the most important distributing headquarters.

Since almost 50 per cent. of the state's 1915 receipts of coal were reported as consumed within the area of Greater New York, the metropolis of the country will be considered first. The railroad isolation of the city from a freight traffic terminal point of view is held by those who have studied the situation to be a handicap to the trade there, but no suggestion for change has yet been made that has met with general favor that has been translated into action. Unlike Chicago, Pittsburgh, Philadelphia, Baltimore, and other large cities of the country, the rails of no coal-carrying line reach New York directly. Rail deliveries terminate on the west side of the harbor and of the Hudson River and the coal must be transferred to the east side by barges and floats. This means, of course, that New York City proper is without rail yards, and complaint is frequently made that the reserve storage capacity of the water-front yards is such that the city must place an unusual degree of dependence upon current receipts for its requirements. The greater investment required for a water front yard, however, and the scarcity of available locations have operated to bring down the number of companies engaged in the retail business in Manhattan so that, in place of 200 to 300 companies, as in certain other communities of lesser population, Manhattan at last reports boasted of less than 70.

While final delivery of anthracite, which constitutes the bulk of the fuel consumed within the city, is made by barges or floats to the yards, this traffic is, nevertheless, in its essential aspects all-rail business. The true water-borne traffic is, for the most part, confined to shipments from West Virginia. Most of these cargoes are in transit to New England or are intended for bunkering trade. During the war, the bunkering in New York harbor was naturally augmented and in some cases vessels destined for overseas points were coaled directly from colliers in the harbor.

Estimates reported to the United States Geological Survey for 1915 showed an approximate consumption of 12,614,560 tons of anthracite out of total receipts of 15,864,800 tons, and 5,957,200 tons of bituminous out of total receipts of 11,116,000 tons. The difference between the receipts and consumption represented coastwise shipments and bunker coal. The total consumption reported was 18,561,760 tons; the total receipts, 26,980,800 tons.

An important factor in New York City is the fuel used by public utilities. Incomplete reports showed that such companies serving the metropolitan district used 244,000 tons of anthracite and 1,843,000 tons of bituminous. These figures were exclusive of fuel used in the power houses of the surface, subway and elevated railways and the roads entering the Grand Central and Pennsylvania terminals.

Buffalo assumes importance in coal trade statistics, not so much as a consuming center—because the competition of natural gas (less potent during the last few years) and of water power generated from Niagara has made the fuel requirements less than they would otherwise be—but because it is a gateway for moving a large share of the coal traffic to Canada and an assembling and loading point for heavy shipments of anthracite to points reached via the Great Lakes. The Canadian shipments, both rail and water, as reported by the collector of customs, have been as follows for the past three years:

Year.	Coke, Gross tons.	Anthracite, Gross tons.	Bituminous, Gross tons.	Total, Gross tons.
1915	418,917	1,660,598	2,229,313	4,308,828
1916	447,984	2,095,355	2,473,787	5,017,126
1917	373,042	2,911,208	3,021,403	6,305,653

The anthracite lake trade for the past five years at Buffalo is shown in the following tabulation of shipments from that port. The figures used in the tabulation are in net tons:

	1913	1914	1915	1916	1917
Chicago	1,697,945	1,119,980	901,450	598,500	893,175
Milwaukee	612,528	565,400	721,884	415,400	740,100
Duluth	320,963	399,427	385,569	327,650	584,750
Superior	1,697,445	1,273,136	1,219,834	735,521	1,127,550
Other U. S. ports	376,687	499,912	446,000	409,979	432,195
Total, U. S.	4,705,568	3,857,855	3,674,737	2,487,050	3,797,770
Canadian	580,151	472,393	209,305	313,690	340,131

During 1915, the consumption for the state as a whole was 37,975,685 tons, of which 20,789,494 tons were anthracite. The 17,186,191 tons of bituminous consumed came from the states of Maryland, Ohio, Pennsylvania and West Virginia. The Maryland receipts, including a small quantity exported by rail to Canada, totaled 567,421 tons. Pennsylvania contributed 14,430,879 tons of the Empire State's quota and West Virginia shipped 2,072,670 tons. The Ohio shipments of 115,221 tons represent in a degree the war-wrought abnormal changes in the currents of coal traffic which even at that early date were beginning to make their appearance. The per capita consumption for the state that year was 3.58 tons, as compared with a country average of 2.82 tons; the bituminous per capita, 1.52 tons, was .52 ton less than the general average, while the anthracite per capita, 2.06 tons, was far above the average of .78 ton. On a square mile basis the New York figure, 772 tons, was nearly six times the country average, being exceeded only by Pennsylvania and the New England states.

LEMUEL BURROWS,
President Castner, Curran & Bullitt, Inc.

EDWARD EUGENE LOOMIS, New York City.

Edward E. Loomis, President of the Lehigh Valley Railroad Co., is one of this country's conspicuous figures in transportation, coal, traffic and financiering. He was born near Ilion, New York, in 1865, the son of Chester and Esther Loomis, and after receiving a collegiate education, entered railroad service in the Law Department of the Denver & Rio Grande Railway Co.

In 1894 he was appointed superintendent of the Tioga Division of the Erie Railroad, at the same time being Superintendent in charge of the bituminous and lumber interests of the Blossburg Coal Co. In 1898 he was made General Superintendent of the New York, Susquehanna & Western Railroad and the Wilkes-Barre & Eastern Railroad.

One year later he became Superintendent of the coal mining department of the Delaware, Lackawanna & Western, and in 1902 was made Manager of the entire coal department with charge of the company's mining, shipping and sales of anthracite. On April 28, 1902, Mr. Loomis was elected Senior Vice President of the Lackawanna Railroad. He became a member of its board of managers and a Director and officer of all of its subsidiary companies. These positions Mr. Loomis retained until February, 1917, when he resigned from the Lackawanna organization on his election to the presidency of the Lehigh Valley Railroad and its subsidiary companies.

Aside from his railroad activities, Mr. Loomis is a Director of the Temple Iron Co. and President and a Director of the Mark Twain Co., a trustee of the American Surety Co., a Director of the Liberty National Bank, a member of the American Institute of Mining Engineers, the Chamber of Commerce of the State of New York, the Metropolitan and Recess Clubs of New York City, the Westmoreland of Wilkes-Barre and the Baltusrol Golf Club.

WILLIS G. TOWNES, New York City,

Vice President and General Manager Archibald McNeil & Sons Co., Bridgeport, Connecticut, was born in Edgefield, South Carolina, April 2, 1871, and has been identified with the coal industry twenty-two years. Mr. Townes has passed a large portion of his time during recent years in Europe, investigating European markets for American coals. The distributing and colliery interests which he represents maintained their own office and distributing coal depots in France and have been supplying the French railways, continental gas companies and other industries with American coals.

THOMAS H. WATKINS, New York City,
President Pennsylvania Coal & Coke Corp., was born in Pittston, Pennsylvania, May 17, 1860, and has been in the coal business forty years. He was connected with Simpson & Watkins for twenty years and was President of the Temple Iron Co. two years. Mr. Watkins served on the Roosevelt Anthracite Strike Commission in 1902.

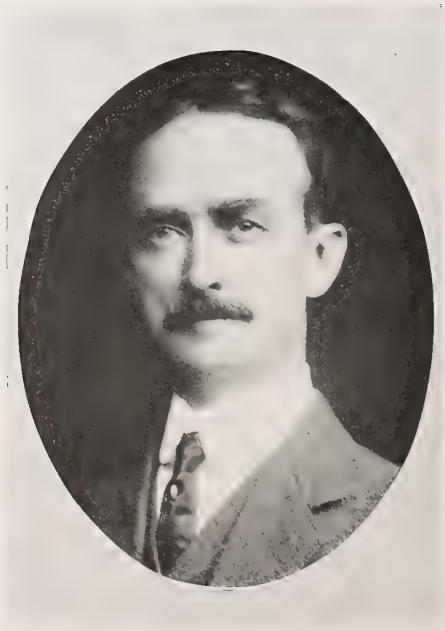
HENRY DREYER, New York City,
President Cramer-Meyer-Dreyer Co., Inc., was born in Hanover, Germany, October 28, 1854, and has been identified with the coal industry ten years.

HERMAN D. CRAMER, New York City,
Treasurer Cramer-Meyer-Dreyer Co., Inc., was born in Germany May 7, 1873, and has been engaged in the coal business sixteen years.

JOHN HENRY MEYER, New York City,
Secretary Cramer-Meyer-Dreyer Co., Inc., was born in Bremen, Germany, December 4, 1872. Mr. Meyer has been in the coal business seventeen years and was formerly connected with G. Robitzek & Bro.

GUSTAVE WILLIAM SEILER, New York City,
President Seiler-Rogers-Brown Co., was born in New York City March 3, 1879, and has been identified with the coal trade eighteen years. Mr. Seiler was previously connected with the Lehigh Valley Coal Sales Co., Whitney & Kemmerer, Haddock, Blanchard & Co., H. H. Lineaweaver Co., Pattison & Bowns, and Seiler-Blanchard Co.

WILLIS H. BROWN, New York City,
Formerly Vice President Seiler-Rogers-Brown Co., was born in Pittston, Pennsylvania, June 28, 1872, and has been identified with the coal trade twenty years. Mr. Brown was previously associated with C. C. Bowman and Righter & Marshall. He retired from the Seiler-Rogers-Brown Co. April 1, 1918.



GEORGE T. ROGERS, New York City,
Formerly Treasurer Seiler-Rogers-Brown Co., was born in Chatham, Massachusetts, September 7, 1856, and has been identified with the coal business thirty-five years. Before he became connected with his present company, Mr. Rogers was associated with Ward & Olyphant. He retired from the Seiler-Rogers-Brown Co. April 1, 1918.

JUSTUS COLLINS, Cincinnati, Ohio,
President Smokeless Fuel Co., was born in Clayton, Barbour County, Alabama, in 1857. When he was fifteen years old he struck out for himself, making his own living doing what he could do in the village. From that town he went to Pratt Mines, Alabama, as a bookkeeper with the Comer & McCurdy Mining Co. Two years later Mr. Collins became Superintendent of a division of the Pratt Coal & Iron Co.'s operations for a short time. His ability was recognized and it was not long before he was offered the position of Secretary and Treasurer of the Woodward Iron Co. of Woodward, Alabama. Shortly afterward he went into the Pocahontas and New River districts of West Virginia, and now has large interests. Mr. Collins is also President of the Winding Gulf Colliery Co. and Superior-Pocahontas Coal Co., as well as interested in several mining operations.

JOHN ALFRED RENAHAN, New York City,
Vice President and General Manager Smokeless Fuel Co., was born in Sandusky, Ohio, December 23, 1865, and has been identified with the coal business twenty-three years. Mr. Renahan was instrumental in organizing the first Kanawha Operators Association and the New River Operators Association. He has, with others, constructed a model briquetting plant known as the Delparen Anthracite Briquet Co., of which he is President. Mr. Renahan is also President of the Algonquin Coal Co.

GEORGE P. DANIELS, Cincinnati, Ohio,
Sales Manager, Secretary and Treasurer Smokeless Fuel Co., was born in England January 8, 1875, and has been in the coal business for twenty-six years and is a well known coal operator. He has been associated with the same interests during all his coal career.

SAMUEL TRIMMER, New York City,
President S. Trimmer & Sons, was born in New Jersey July 31, 1844, and has been in the coal business thirty-five years. Mr. Trimmer is also interested in S. Trimmer & Co. of Newark, New Jersey. He is a member of the Coal Merchants Protective Association and Coal Merchants Association of New York City.

ALVA B. TRIMMER, New York City,
Secretary S. Trimmer & Sons, was born in Newark, New Jersey, May 3, 1884, and has been engaged in the coal industry twelve years.

THEODORE S. TRIMMER, New York City,
Treasurer S. Trimmer & Sons, was born in Newark, New Jersey, March 2, 1878, and has been in the coal business twenty years. He has served as Vice President of the Coal Merchants Association of New York City.

CHARLES LAW WATKINS, New York City,
President Watkins Coal Co., was born in Peckville, Pennsylvania, February 11, 1886, and has been in the coal business ten years. He has served with the French Artillery in France in the present war.

JAMES MULFORD TOWNSEND, New York City,
Vice President Watkins Coal Co., New York City, was born in Pelham Manor, New York, June 20, 1886, and has been identified with the coal business ten years. He is also Vice President of the Watkins Coal Mining Co. He is now in the Service as Lieutenant in the Infantry.

EDWARD HOWARD TOWNSEND, New York City,
Treasurer Watkins Coal Co., New York City, was born in Pelham Manor, New York, February 8, 1890, and has been interested in the coal business two years.

THOMAS COOLIDGE FOWLER, New York City,
Managing Director Watkins Coal Co., was born in Glens Falls, New York, February 15, 1886, and has been in the coal business nine years.

HENRY B. REEDS, New York City, President Brothers Valley Coal Co., was born in Canton, Ohio, August 9, 1867, and has been actively engaged in the coal business nine years. He began his business career with the Allen Coal Mining Co. at Del Roy, Ohio, in 1884, but in a few months switched to the engineering problems of railroading, being associated with many large enterprises in this country. At the organization of the Brothers Valley Coal Co. in 1909 he became its President.

JOHN MATHER LEONARD, New York City, Sales Manager Brothers Valley Coal Co., was born in Parkersburg, West Virginia, March 14, 1884, and has been interested in the coal business twelve years. Mr. Leonard is a Director of the New York Wholesale Coal Trade Association. He resides in Brooklyn, New York.

GEORGE MARSHALL DEXTER, New York City, President Dexter & Carpenter, was born in Three Rivers, Michigan, January 19, 1873, and has been in the coal business twenty years. Mr. Dexter is also President Dexcar Coal Mining Co., Leland Coal Mining Co., Lloydell Coal Mining Co. and Ashville Supply Co. He was formerly associated with Kelsey & Loughlin and Frost Bros. Coal Co. He is also President of the Wholesale Coal Trade Association and of the National Coal Jobbers Association.

WILLIAM H. CARPENTER, New York City, Vice President and Treasurer Dexter & Carpenter, was born in Nyack, New York, October 26, 1878, and has been identified with the coal business sixteen years. He is also interested in the Leland Coal Mining Co., Dexcar Coal Mining Co., Lloydell Coal Mining Co. and Ashville Supply Co., and was previously with Pilling & Crane, managing their New York office up to June, 1908.

THOMAS LAWRENCE EYRE, New York City,
Of the Eyre Fuel Co., has been indirectly connected with Pennsylvania bituminous coal properties fifteen years. He is interested in the Eyre Colliery, Brush Valley, Roaring Run, Tunnelton, Conemaugh, Knickerbocker and Pembrooke mines.

WALLACE DELAMATER EYRE, New York City,
Of the Eyre Fuel Co., was born in West Chester, Pennsylvania, August 27, 1890, and has been in the coal business five years. His firm is acting as New York agent for Clark Bros. Coal Mining Co. and is much interested in several operations. Mr. Eyre was formerly connected with Graff Bros. Coal Mining Co., Blairsville, Pennsylvania, Knickerbocker Fuel Co., New York City, and Clark Bros. Coal Mining Co., Philadelphia.

WILLIAM HENRY DARTT, New York City,
President Haaren-Dartt Coal Co., was born in Weatherfield, Vermont, September 12, 1860, and has been in the coal business twenty-two years. Mr. Dartt was previously associated with Dartt & Co.

CHARLES W. HAAREN, New York City,
Treasurer Haaren-Dartt Coal Co., was born in New York City August 26, 1878, and has been in the coal business twenty-two years. He was formerly a member of the firm of D. O. Haaren & Son, established in 1875.

ARTHUR W. HILLEBRAND, New York City,
President A. W. Hillebrand Co., was born in Trenton, New Jersey, June 10, 1865, and has been identified with the coal business thirty years. He is also President Grazier Coal Mining Co. and Hillworth Coal Co. Mr. Hillebrand was connected with Williams & Peters before establishing his present company.

WALTER F. AINSWORTH, New York City,
Secretary A. W. Hillebrand Co., was born in Newburgh, New York, July 31, 1878, and has been in the coal business twenty years, starting in the retail business in 1902 at Fishkill, New York. He is Vice President of the Grazier Coal Mining Co., Secretary and Treasurer of the James White Mining Co. and the Hillworth Coal Co., and interested in the Millerton Coal Co. He was formerly connected with W. A. Marshall & Co. and Whitney & Kemmerer.

BENJAMIN B. MARCO, New York City,
President Marco Bros., New York City, was born in New York City October 10, 1861, and has been engaged in the coal business thirty years.

JULIUS L. MARCO, New York City,
Treasurer Marco Bros., was born in New York City September 14, 1867, and has been interested in the coal trade thirty years.

IRVING L. CAMP, New York City,
Sole Proprietor Martin-Camp Co., New York, was born in Waterbury, Connecticut, September 2, 1879; attended public schools there and was graduated from Wilbraham Academy, Wilbraham, Massachusetts, as president of the class of 1900. Returning to Waterbury, he became connected with his father, who was a partner of the Frank Miller Co., until October 1, 1903, when he went to New York City and entered the employ of Dickson & Eddy as salesman in the Hudson River territory and line salesman on the Ontario & Western Railway as far north as Sidney, New York, at the same time devoting part of his time as salesman in the Greater New York territory.

When Dickson & Eddy became the selling agents at tidewater for the Delaware & Hudson Co.'s D. & H. coal, he was assigned to cover a part of the Greater New York territory and also Long Island, in which connection he continued until April 1, 1917. Upon resigning from Dickson & Eddy he organized and controlled the Martin-Camp Co., with offices at 143 Liberty street, New York City.

September 23, 1918, Mr. Camp purchased Mr. Martin's interest in the company and gives his entire efforts to the management of this company.

GEORGE F. SINRAM, New York City,
President Meyer-Denker-Sinram Co., was born in New York City January 3, 1883, and has been interested in the coal business seventeen years. Mr. Sinram has also served as a Director of the Coal Merchants Association of New York City.

HENRY D. SINRAM, New York City,
Secretary and Treasurer Meyer-Denker-Sinram Co., was born in New York City August 20, 1888, and has been engaged in the coal business thirteen years.

GARDNER PATTISON, New York City,
Of Pattison & Bowns, was born in Elizabeth, New Jersey, February 18, 1872, and has been interested in the coal business thirty years. Mr. Pattison is also Treasurer of the Buck Ridge Coal Mining Co. and Sales Agent for the Wilkes-Barre Anthracite Coal Co., Excelsior Coal Co., and Buck Ridge Coal Mining Co.

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EDWARD S. BOWNS, New York City,
Of Pattison & Bowns, was born in Brooklyn, New York, January 28, 1873, and has been in the coal business twenty-four years. He is President of the Buck Ridge Coal Mining Co., Shamokin, Pennsylvania, and Sales Agent Wilkes-Barre Anthracite Coal Co., Excelsior Coal Co., and Buck Ridge Coal Mining Co., and is interested in several other individual operations. Mr. Bowns was formerly associated with Henry E. Bowns.

JAMES CARLTON THORNTON, New York City,
Former Treasurer Watkins Coal Co., New York City, who was born in Ford, Kentucky, July 11, 1884, is a First Lieutenant in the Field Artillery. Before going into the service Lieutenant Thornton had seven years' experience in the coal business.

GEORGE A. McILROY, New York City,
Senior partner Parrish, Phillips & Co., was born in Jersey City, New Jersey, March 20, 1862. Mr. McIlroy has been interested in the coal business forty years and has been with this company since he began his career as a coalman. The firm was started by Richmond Talbot in 1877 and upon Mr. Talbot's death the firm name was changed to that under which it is operating at present.

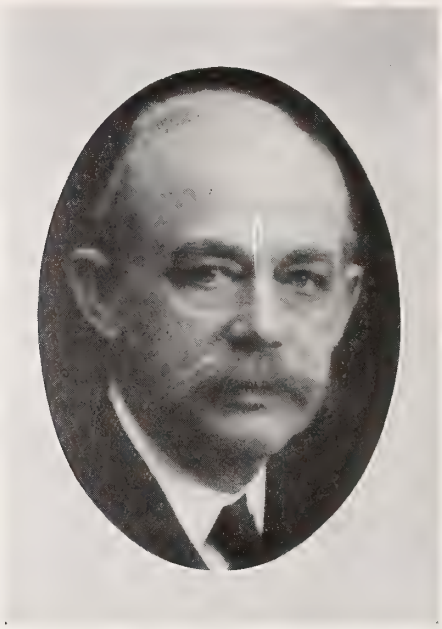
FREDERIC AUGUSTUS POTTS, New York City,
Senior partner in the present firm of Frederic A. Potts & Co., New York City, was born July 2, 1860, in Lenox, Massachusetts, and his entire business career has been in connection with this firm. He was graduated from Columbia University, New York City, in 1880, and completed his education in the University of Berlin.

EDWARD RENWICK BREVOORT, New York City,
A partner in the firm of Frederic A. Potts & Co., New York City, was born April 19, 1875, in Millburn, New New Jersey, and entered the employ of the firm when 16 years of age. He became a partner in 1910.

HERBERT G. STREAT, New York City,
President Streat Coal Co., Inc., was born in New York City July 10, 1861, and has been interested in the coal business thirty-five years. Mr. Streat was formerly identified with the Harlem coal pockets and the Curtis-Blaisdell Co.

HERBERT G. STREAT, JR., New York City,
Secretary and Treasurer Streat Coal Co., Inc., was born in New York City October 16, 1884, and has been engaged in the coal business ten years.

GUSTAVUS ROBITZEK, Bronx, New York City,
Founder G. Robitzek & Bro., was born in Germany May 28, 1851, and finding difficulty in 1880 to secure coal for a pottery business in which he was interested, started the present retail coal business. Later he devoted his whole time to coal.



EDWARD ROBITZEK, New York City,
President G. Robitzek & Bro., was born in New York City December 28, 1858, and has been in the coal business forty years.

EDWIN ROBITZEK, New York City,
President Edwin Robitzek, Inc., Mt. Vernon, New York, was born in New York City May 21, 1881, and has been in the coal business for twenty years. He was Secretary of G. Robitzek & Bro., Inc., of New York City seventeen years.

FLOYD W. PARSON, New York City,
Editor "Coal Age," New York City, was born in Keyser, West Virginia, January 23, 1880, and is a graduate of Lehigh University, 1902, with degree of E. M. He has been associated in an engineering capacity with the Lehigh Valley Coal Co., Stonewall Coal & Coke Co., Consolidation Coal Co., New River Co., and Victor American Fuel Co. For a time he was Assistant Professor of Mining in the Michigan College of Mines at Houghton. When "Coal Age" was started in 1911 he became its first editor, and has been influential in its success.

FREDERICK EDWARD SAWARD, New York City, Founder The Coal Trade Journal in 1869, died December 4, 1917, at the age of seventy-two years. He was born in England in 1846. As the owner and editor of the oldest coal trade publication in the United States, he was considered an authority on coal statistics. He was connected with the coal firms of C. E. Detnold and Samuel Bonnell, Jr., prior to 1872.

FREDERICK WILLIAM SAWARD, New York City, Editor and General Manager Saward's Journal, a weekly coal trade publication established May 4, 1918, eldest son of F. E. Saward and connected with him in business thirty-two years, was born in Brooklyn, New York, in 1869, and was associated with The Coal Trade Journal from 1886 to early in 1918.

FRANK D. COLBY, New York City, Of E. A. Ward & Co., was born in Oswego, New York, May 18, 1874, and has been identified with the coal business sixteen years. Mr. Colby was in the Coal Traffic Department of the New York Central Railroad twelve years and with J. H. Weaver & Co. one year.

EDGAR A. WARD, New York City, Of E. A. Ward & Co., was born in Brooklyn, New York, April 13, 1880. Mr. Ward has been in the coal business thirty years. He was previously associated with the United Coal Co.

DANIEL ANTHONY, New York City,
Assistant General Agent Lehigh & Wilkes-Barre Coal Co., New York office, was born in Allendale, New Jersey, August 1, 1870, and has been in the coal business thirty-two years, the entire time with his present company. He entered the employ of this company as office boy to the President in 1886 and received his present appointment in 1914.

M. L. BIRD, New York City,
Proprietor M. L. Bird Co., was born in New York City August 8, 1873, and has been handling coal twenty-three years. He was formerly with Joseph Gordon as Manager Mr. Bird is a member of the Coal Merchants' Association of New York City, Coal Trade Protective Association and the New York State Coal Merchants' Association.

A. SIDNEY DAVISON, New York City,
Treasurer A. Sidney Davison Coal Co., was born in Fitchburg, Massachusetts, February 10, 1882, and served his apprenticeship as mechanical engineer with the Simonds Manufacturing Co. He entered the employ of the Garfield & Proctor Coal Co. in 1900, became New York Manager in 1907, and continued in that position until 1914, when he formed the A. Sidney Davison Coal Co.

OTTO R. ERKLIN, New York City,
New York Manager Elkins Coal & Coke Co., was born in Brooklyn, New York, December 25, 1875, and has been identified with the coal business twenty years. Mr. Erklin was formerly connected with Theo. F. Tone & Co.

THOMAS F. FARRELL, New York City,
Of William Farrell & Son, was born in New York July 27, 1870, and has been engaged in the coal business thirty years.

JOHN J. GORDON, New York City,
President Robert Gordon & Son, Inc., was born in New York City September 14, 1868, and has been identified with the coal industry thirty years. The present business was started by his father in 1869.

SYDNEY A. HALE, New York City,
Editor of The Coal Trade Journal, New York City, was born in Chicago August 1, 1888, and has been with his present connection since October 1, 1914, first as Western Representative and later, in 1918, being called to become its editorial head. His previous newspaper and traffic experience peculiarly fit him for the position that he now holds on the oldest coal trade paper in the United States

HEILNER & SON,
1 Broadway,
New York City.

One of the old established and favorably known wholesale coal firms in New York City is that of Heilner & Son. Geo. C. Heilner, who has been in the coal business for over thirty years, is now sole owner of the business since the death of his brother, Butler, in 1916. Both are sons of Marcus G. Heilner, who with his father, Samuel H. Heilner, founded the company in 1835 under the name of S. Heilner & Son.

Their first activities were mining operations in Schuylkill County, Pennsylvania, on Wolf Creek in the famed Black Heath vein. Their mining activities ran along in various anthracite districts until 1867, when they came to New York City to engage in the wholesale coal trade.

PERCIVAL BUTLER HEILNER, New York City,
Vice President and General Agent Lehigh & Wilkes-Barre Coal Co., was born in Minersville, Pennsylvania, and has been thirty-five years in the coal business. Before coming with this company Mr. Heilner was with Heilner & Son, Robinson, Haydon & Co., and the Philadelphia & Reading Coal & Iron Co.

HENRY HENCKEN, New York City,
Retail coal merchant, was born in New York City September 7, 1875, and has been actively engaged in the coal business twelve years.

DAVID de LANCEY HENDRICKSON, New York City,
New York Sales Manager W. H. Piper & Co., Philadelphia, Pennsylvania, was born in Jamaica, Long Island, New York, May 28, 1873, and has been identified with the coal business twenty years, the entire time with his present company.

JAMES A. HILL, New York City,
President Knickerbocker Fuel Co., was born in Ashbourne, Pennsylvania, June 17, 1874, and has been in the coal business sixteen years. He is also Secretary Buck Ridge Coal Mining Co., Shamokin, Pennsylvania, and Wilbur Coal Co., Blairsville, Pennsylvania.

DICKERMAN & ENGLIS,
42 Broadway,
New York City,
One of the younger and progressive wholesale coal firms of New York City is that of Dickerman & Englis, who specialize in bituminous coal. The firm is composed of A. L. Dickerman, Jr., and W. F. Englis.

They are General Agents of the Potts Run Land Co. of Clearfield, Pennsylvania, and exclusive agents in the New York market.

JAMES L. HUTCHISON, New York City,
Coal Purchasing Agent Standard Oil Co. of New Jersey up to April 1, 1918, when he resigned because of failing health, was born in New York City December 6, 1874, and had been active in the coal business twenty-seven years. His present residence is The Evergreens, Montgomery, New York.

LUCIEN HILL, New York City,
Sales Manager Imperial Coal Co. of Pennsylvania at New York City, was born in Memphis, Tennessee, November 23, 1875, and has been engaged in the coal trade fourteen years. Mr. Hill was formerly with the United Coal Co. and Merchants Coal Co.

EMIL W. KAHN, New York City,
Wholesale coal merchant, was born in New York City, November 25, 1873. He has been in the wholesale coal business twenty-eight years, recently engaging in business on his own account. He was for many years identified with the Haddock coal interests, having been Secretary of John C. Haddock & Co. and Vice President of Haddock Coal Sales Co. of New York City. Mr. Kahn's knowledge of interstate commerce affairs made him a prominent factor in the leading anthracite cases that came before that body.

WARREN AYMAR LEONARD, New York City,
President and Treasurer Leonard Coal Co., was born in New York City April 3, 1867, and has been in the coal business twenty-nine years. He has served as President of the Coal Merchants Association of New York City since 1907.

GEORGE F. LESHER, New York City,
Manager West Virginia & Pennsylvania Coal Co., is a native of Pennsylvania, born in 1872, and has been in the coal business twenty-two years. He is also interested in Hite & Rafetto. He was formerly connected with the Morrisdale Coal Co.

CHARLES E. LESTER, New York City,
President Hartwell & Lester, Inc., since 1912, was born in Connecticut in 1872, and has been in the coal business thirty years, starting with F. A. Potts & Co., New York City, as an office boy. After eighteen years with that company, he became associated with W. C. Mason & Co. of Hartford, Connecticut, and New York City. Ten years later he became Sales Agent of Smith, Lineaweaver & Co. of Philadelphia. By reason of his active association with the Order of KoKoal he has an unusually wide circle of friends in the coal trade.

LEANDER D. LOVELL, New York City,
Senior member Borden & Lovell, was born in New York City April 19, 1868, and has been identified with the coal business for thirty years. This company was established in 1836.

JOHN MARKLE, New York City,
President G. B. Markle Co., was born in Hazleton, Pennsylvania, December 15, 1853, and has been identified with the coal business thirty-eight years. He has been General Superintendent and Managing Partner of G. B. Markle & Co.

EDGAR LEWIS MARSTON, New York City,
President Texas & Pacific Coal & Oil Co., was born in Burlington, New Jersey, March 8, 1860, and has been identified with the coal business thirty-five years. Mr. Marston is also Chairman of the Executive Committee of the Clinchfield Coal Co. and a Director of the Davis Coal & Coke Co. Mr. Marston was associated with R. D. Hunter. This company was organized in 1888 and in 1897 he purchased Colonel Hunter's interests, since which time he has been President. He is also interested in a large number of other companies.

HENRY-EUGENE MEEKER, New York,
Of Meeker & Co., was born in Bridgeport, Conecticut, in 1867, and has been identified with the coal business twenty-eight years.

EMMET J. McCORMACK, New York City,
President Commercial Coal Co., was born in Brooklyn, New York, September 2, 1880. Mr. McCormack is also Vice President of the Locust Colliery Co. He has been engaged in the coal business sixteen years.

WILL C. MOULTON, Scranton, Pennsylvania,
New York Representative of the Sheldon Mining Co., 42 Broadway, New York City, and President of the Moulton Coal Mining Co. of Scranton, Pennsylvania.

JOSEPH EDWARD PARSONS, New York City,
New York Manager of the Consolidation Coal Co., was born in Williamsport, Pennsylvania, April 10, 1881, and has been connected with the coal business eighteen years. He was formerly with the Pennsylvania Coal Co. and Williams & Peters.

GAVIN ROWE, New York City,
Well known wholesaler, was born in Lesmahagow, Scotland, November 4, 1843, and has been interested in the coal business twenty-five years. Mr. Rowe succeeded H. N. Holt, who was engaged in the coal business fifty years.

CHARLES LAWRENCE SMITH, New York City,
With Whitney & Kemmerer, New York City, was born February 28, 1881, in Pittsburgh, Pennsylvania. He was previously Manager for J. Samuel Smoot and Deputy Commissioner of the Coal Merchants' Association of New York City. Mr. Smith is also the Eastern Representative of The Retail Coalman and has a wide circle of friends among Eastern coalmen in all three branches of the industry.

WILLIAM H. TAYLOR, New York City,
President St. Clair Coal Co. and Franklin Coal Co., was born in Paterson, New Jersey, September 30, 1859. He has been interested in the coal business twenty-two years. In addition to his above interests Mr. Taylor is President of the Goodwin Car & Mfg. Co. of New York and a Director of the Coal & Iron National Bank of New York.

JAMES DEAN VAN PELT, New York City,
Well known wholesaler, was born in South Amboy, New Jersey, July 28, 1865, and has been in the coal business since 1881. Before going into business for himself Mr. Van Pelt was associated with Coxe Bros. & Co., Graeff, Wilcox & Co., Cambria Coal Mining Co., A. W. Hillebrand Co., and Thorne, Neale & Co.

DANIEL PERRY STANTON,
President Humphreys Coal Co., New York City, was born in Wellesley, Massachusetts, in 1865, and has been in the coal business twenty years. He is also interested in the Logan Coal Co. He was formerly with the Ohio & Western Coal & Iron Co.

SAMUEL PARSONS VATCHER, New York City.
New York Manager The Morrisdale Coal Co., was born in Newfoundland December 4, 1887, and has been in the coal business twelve years. Mr. Vatcher was formerly connected with the George E. Warren Co. of Boston, Massachusetts. He is a member of the bar of Suffolk County, Massachusetts.

MATTHEW WILSON, New York City,
President and Treasurer Matthew Wilson & Co., New York City, was born in Ireland March 25, 1860, and has been in the coal business for a quarter of a century. He was formerly associated with Taylor & Wilson and Wilson, Flack & Co. Mr. Wilson has served on the General Committee of the Coal Merchants Association of New York City.

LUNSFORD P. YANDELL, New York,
President Kentucky Block Cannel Coal Co., was born in Louisville, Kentucky, March 8, 1879, and has been in the coal business three years. He is also a Director of the American Coal Co. of Allegheny County.

Parrish, Phillips & Co.,

1 Broadway, New York City

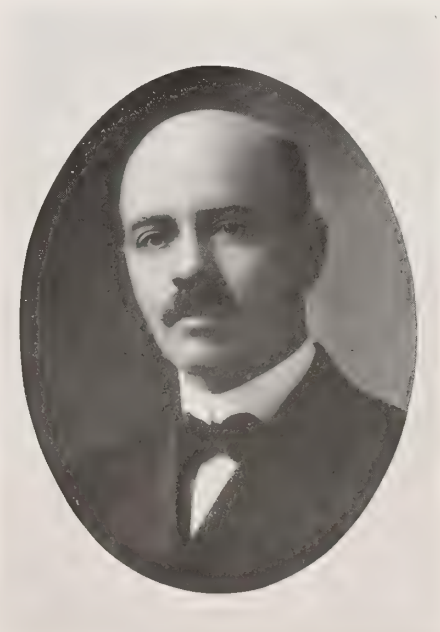
One of the highly regarded and substantial wholesale coal firms in New York City is that of Parrish, Phillips & Co., which was organized in 1877 by the late Richmond Talbot. At the present time it is a partnership consisting of George A. McIlroy, senior partner, and Charles S. Phillips, special partner, who is at present Vice President of the American Ambulance Corps in France. Henry A. Ashley and Charles P. Hunt are also active partners and are former operators of the Wilkes-Barre field.

This well-known firm ships a large tonnage into Canada and along the coast. They formerly controlled the Parrish Coal Co., which now belongs to the Lehigh & Wilkes-Barre Coal Co., and still handle their coal.

WILLIAM F. HINMAN, Albany, New York,
Manager of W. C. Saxton & Co., coal merchants of Albany, New York, was born September 20, 1882, at Chazy, New York, and has been in the coal business for the past fifteen years.

JOHN S. McEWAN, Albany, New York,
President and General Manager William McEwan Coal Co. Albany, New York, was born March 11, 1871, in Chesapeake Bay, Virginia, and has been in the coal business twenty-eight years. This business was founded by the late William McEwan in 1863.

WILLIAM REID, Albany, New York,
Proprietor of the Albany Wood & Coal Co., 672 Broadway, Albany, New York, was born in 1859 at Glasgow, Scotland, and has been in the coal business for the past twenty years.



CHARLES BLEECKER STAATS, Albany, New York,
President E. W. Howell Co., 25 Washington Ave., Albany, was born in Albany September 21, 1864, and has been in the coal business since December 19, 1881. Major Staats is one of the most prominent and successful retail coal merchants in central New York. He is Treasurer of the New York State Coal Merchants Association, Treasurer Coal Merchants Mutual Insurance Co., President West End Coal Co., all of Albany, Treasurer Nay Aug Coal Co., Rackett Brook Coal Co. and Scandia Coal Co. of Scranton, Pennsylvania, Director T. R. Thorn & Co. of New York City, and Treasurer New York & New England Coal Co. of Albany.

WILLIAM B. VERNOY, Albany, New York,
President and General Manager Marquette Coal Co., Albany, was born June 4, 1883, in Scranton, Pennsylvania, and has been in the coal business seventeen years. Mr. Vernoy is also Commissioner of the Coal Merchants Association of Albany. He was formerly connected with the sales department of the Delaware & Hudson Co. and was New England Manager of the Penfield Coal Co.

CHARLES N. BLANCHARD, Binghamton, New York,
Managing Director C. N. Blanchard Coal Co., and Hartmann-Blanchard Coal Co. of Binghamton and New York City, was born June 2, 1871, in Binghamton, and has been in the coal business since 1889. Mr. Blanchard is widely known in the coal trade and was formerly connected with Meagley & Blanchard, Blanchard & Co., Archbald Coal Co., the Seiler-Blanchard Co., and the Blanchard-Bunnell Coal Co. of Binghamton.

FREDERIC S. CONVERSE, Binghamton, New York,
President of F. S. Converse Co., Inc., the well-known manufacturers of coal yard equipment, whose factory is at Johnson City, New York, was born near Mount Upton, New York, December 22, 1862, and was engaged in the coal business twenty-eight years, from 1880 to 1908. About 1900 he began the manufacture of improved coal handling appliances.

CHARLES EDWARD TOBEY, Binghamton, New York,
President of the Tobey Coal Co., Binghamton, was born March 22, 1863, in Morris, New York, and has been in the coal business for over eighteen years. Mr. Tobey was formerly connected with the Delaware, Lackawanna & Western Coal Co. as Superintendent of Mines.

FREDERICK JOHN DURDAN, Buffalo, New York,
Marine National Bank Building, Buffalo, was born in Niagara Falls, Ontario, February 8, 1876, and has been in the coal business seventeen years. He was formerly with the Howard Coal Co. of Buffalo and the Monongahela River Consolidated Coal & Coke Co. of Pittsburgh, Pennsylvania.

J. BERT ROSS, Buffalo, New York,
President J. Bert Ross Coal Co., Buffalo, was born in Jamestown, Pennsylvania, May 6, 1871, and has been in the coal business twenty-six years. He is President and Treasurer of the Fairview Mining Co. and was formerly with the H. K. Wick Co., Inc., and the Rochester & Pittsburgh Coal & Iron Co.

SAMUEL MITCHELL STANLEY, Buffalo, New York,
Western Manager The Lehigh Coal & Navigation Co., Buffalo, was born in Rockford, Illinois, in 1865, and has been in the coal business thirty-six years. He was formerly with Coxe Bros. & Co. and the Lehigh Valley Coal Co.

IRVING S. UNDERHILL, Buffalo, New York,
President Underhill Coal Co., Buffalo, was born in Fulton, New York, March 18, 1866, and has been in the coal business twenty-six years. He is also Vice President of the Cherry Run Mining Co. and President of the W. H. Cox Coal Co., Toronto, Ontario. Mr. Underhill was formerly with the J. Langdon Co., Elmira, New York.

CHARLES BRADSHAW, Rochester, New York,
Was born in Rochester September 21, 1859, and has been in the coal business forty years. He was formerly with the C. H. Babcock Co. He is President of the Rochester Retail Coal Merchants' Association.

ALLEN A. DOYLE, Rochester, New York,
President-Treasurer Doyle & Gallery Coal Co., Rochester, was born in Rochester, New York, in 1880, and has been in the retail coal business fifteen years. He has served as President of the local association of Rochester coal merchants.

LEWIS EDELMAN, Rochester, New York,
Was born in Haden, Germany, July 15, 1845, and has been in the coal business about forty-three years. He was formerly with Geo. Engert and Geo. Worrill and has been active in coal association work. He is well known throughout the trade.

FRANK J. SCHWALB, Rochester, New York,
President The Schwalb Coal Co., Rochester, was born in Niles, Ohio, in 1861, and has been in the coal business forty-one years.

LEONARD TREMAN, Rochester, New York,
Representing the Philadelphia & Reading Coal & Iron Co., at Rochester, was born in Trumansburg, New York, in 1856, and has been connected with the coal business since 1882.

EDWARD B. ASHTON, Schenectady, New York,
President Schenectady County Coal Co., Schenectady, New York; Saratoga Coal Co., Saratoga Springs, New York; Ballston Coal Co., Ballston Spa, New York; and Glens Falls Coal Co., Glens Falls, New York, was born in Argyle, New York, August 7, 1871, and has been in the coal business twenty-six years. Mr. Ashton has served in positions of honor in the coal associations of the state.

W. E. BERNING, Schenectady, New York.
Was born in Amsterdam, New York, March 21, 1879, and has been in the coal business fourteen years. Mr. Berning also controls a half interest in the Amsterdam Coal & Feed Co. He has held positions of honor in the coal associations of the state.

WILLIAM C. BAXTER, Troy, New York,
Treasurer Craver, Cowee & Baxter, Inc., Troy, was born in Watervliet, New York, in 1867, and has been in the coal business thirty-four years. Mr. Baxter is also interested in The David Judson Coal Co., and has held positions of honor in the coal associations of the state, as well as serving as a Member of the Assembly, Third District, Albany County. He is well and favorably known throughout the community and the trade.

IGNATIUS SAWMILLER, Syracuse, New York,
Best known as "Nate Sawmiller," was born in Germany May 20, 1844, entered the coal business in 1888, and continued to be active therein until his death, September 6, 1916. The business is now conducted by his sons.

FRANK G. SAWMILLER, Syracuse, New York,
Manager Nate Sawmiller Estate, was born in Syracuse, New York, July 25, 1879, and has been in the coal business all his life. He is well known as a coalman.

NEW YORK—Albany

JOHN T. D. BLACKBURN, highly respected retail coal merchant of Albany, New York, was born December 29, 1863, at Troy, New York, and has been in the coal business for thirty-four years. Mr. Blackburn has a splendid reputation in trade circles and has served as President of the Albany Retail Coal Merchants Association for ten years.

DAVID J. FITZGERALD, proprietor of Stevens & Co., Albany, New York, was born February 17, 1876, in Albany and has been in the coal business for seventeen years.

ROSWELL P. FLOWER, well known retail coal merchant of Albany, New York, was born July 28, 1881, at Albany, New York, and has been in the coal business for thirteen years. He was formerly connected with R. A. Wallace.

ADOLPH J. FRASER, Secretary and Treasurer A. J. Fraser & Bros., Albany, New York, was born February 12, 1864, in Germany, and has been in the coal business twenty-four years. He is serving as a member of the Executive Committee of the Albany Coal Merchants Association.

DE LAUS W. HERRICK, senior member of D. W. Herrick & Sons, the oldest retail coal merchants of Albany, New York, was born in 1830 in Schenectady County. His present firm is successor to the firm of Leonard & Herrick.

LESTER W. HERZOZ, Secretary of Righter & Son Coal Co., Albany, New York, was born April 18, 1882, in Albany, and has been in the coal business four years.

WILLIAM IRA HILLS, retail coal merchant of Albany, New York, was born September 6, 1871, in Albany, and has been in the coal business for eighteen years.

ANDREW KLEIN, retail coal merchant of Albany, New York, was born February 3, 1850, in Germany, and has been in the coal business for twenty-five years.

SETH W. MORTON, partner of W. G. Morton, wholesale coal merchants of Albany, New York, was born January 27, 1882, at Pittsfield, Massachusetts, and has been in the coal business for seventeen years. Mr. Morton is a Director of the National Coal Jobbers Association and President of the Central New York and New England Wholesale Coal Trade Association.

W. G. MORTON, wholesale coal merchant of Albany, New York, was born March 2, 1851, at Pittsfield, Massachusetts, and has been in the coal business for almost half a century and is highly respected in the trade.

JOHN S. RIGHTER, President Righter & Sons Coal Co. of Albany, New York, was born September 24, 1865, at Schoharie, New York, and has been in the coal business for twenty-five years.

RICHARD B. ROCK, retail coal merchant of Albany, New York, was born September 29, 1832, at Rensselaer, New York, and has been in the coal business for thirty-two years.

LEWIS STERN, member of Stern & Uhl, Albany, New York, was born January 14, 1846, in Albany, and has been in the coal business for thirty-six years.

CHARLES M. STUART, President C. M. Stuart Coal Co., Albany, New York, was born in 1855 in Albany, and has been in the coal business forty-five years. He succeeded John Stuart, who started the present business in 1857.

CHARLES M. STUART, JR., of the C. M. Stuart Coal Co., Albany, New York, was born in 1887 in Albany and has been in the coal business ten years.

EDWARD A. WEEBER of the Weeber Coal Co., Albany, New York, was born May 15, 1876, in Albany and has been in the coal business for fifteen years. He has been active in the Albany Association and was the first coal retailer in his city to use motor trucks.

MAURICE M. WYLE, retail coal merchant of Albany, New York, was born November 22, 1875, in Albany and has been in the coal business for ten years.

NEW YORK—Brooklyn

JOHN C. CREVELING, retail coal merchant of 792 Liberty Avenue, Brooklyn, New York, was born June 30, 1863, in Bloomsburg, Pennsylvania, and has been in the coal business over thirty-five years.

GEORGE FLEER, President Fleer Bros., Inc., 281 Tompkins Ave., Brooklyn, New York, was born in 1843, and has been in the coal business for thirty years.

JOSEPH GREASON, President Greason, Son & Dalzell, Inc., 160 Third Ave., Brooklyn, New York, was born September 9, 1836, in England, and has been in the coal business for sixty years. Mr. Greason served as President of the Brooklyn Coal Exchange from 1887 to 1895 and has been a Trustee and Director from 1895 to the present time.

EDWARD F. KELLY, proprietor Brooklyn Coal Co., 90 Kent Ave., Brooklyn, New York, was born October 29, 1878, in Brooklyn, and has been in the coal business twenty years.

ROBERT H. KRUGER, Manager Frost Bros. Coal Co., 71 John St., Brooklyn, New York, was born March 1, 1874, in New York City, and has been in the coal business for nineteen years. Mr. Kruger was formerly with J. T. Story, A. J. & J. J. McCollum, Scranton & Lehigh Coal Co., and Universal Coal Co.

EDWARD THEODORE MINOR, President Edward T. Minor Co., 7118 Third Ave., Brooklyn, New York, was born December 11, 1874, at Kingston, New York, and has been in the coal business for nineteen years.

WALTER H. NELSON, President Z. O. Nelson & Sons, 490 Segraw St., Brooklyn, New York, was born in 1858 at Rochester, New York, and has been in the coal business for over forty years. He was formerly connected with Holden Bros. at Syracuse, and has served as President of the Brooklyn Coal Exchange for the past ten years.

WILLIAM S. POWELL, President Powell & Titus, 212 Third St., Brooklyn, New York, was born October 16, 1853, in Plain View, Long Island, and has been in the coal business thirty-six years. Henry Titus is Vice President and Treasurer of the company and has been in the coal trade for thirty years.

RUDOLPH REIMER, JR., retailer at 2814 Atlantic Ave., Brooklyn, New York, was born in 1875 in Brooklyn, and has been in the coal business twenty years. He has served as Vice President of the Brooklyn Coal Exchange.

FRANK D. TUTTLE, senior partner of S. Tuttle Sons & Co., 40 Broadway, Brooklyn, New York, was born October 11, 1864, in Brooklyn, and has been in the coal business for over thirty years. He is associated with his brother, Winthrop M. Tuttle.

FREDERICK WILLENBROCK, Treasurer Hencken-Willenbrock Co., 130 St. Marks Ave., Brooklyn, New York, was born December 16, 1846, in Germany, and has been in the coal business for practically fifty years.

NEW YORK—Buffalo

HOWARD M. ALBEE, coal merchant, Mutual Life Bldg., Buffalo, New York, was born December 7, 1870, in Buffalo, and has been in the coal business twenty-five years.

EDWARD T. BLINE, General Sales Agent Pennsy Coal Co., Prudential Building, Buffalo, New York, was born October 22, 1880, at La Platte, Nebraska, and has been in the coal business for nine years. He was formerly connected with the Havens-White Coal Co. and C. B. Havens & Co. of Omaha.

ALBERT E. BUYERS, President Buyers Bros., 1172 Niagara St., Buffalo, New York, was born April 26, 1882, in Buffalo, and has been in the coal business fifteen years.

EADGAR H. CASE, General Sales Agent Buffalo Coal & Coke Co., 6 Russel Ave., Buffalo, New York, was born January 1, 1884, in Buffalo, and has been in the coal business eight years.

JOHN Q. CLARKE, Manager and Owner of the Monongahela-Youghiogheny Coal Co., Buffalo, New York, was born March 26, 1879, near Toronto, Ontario, Canada, and has been in the coal business fifteen years. He was formerly connected with the Monongahela River Consolidated Coal & Coke Co., and has a very wide acquaintance in the coal trade.

CHARLES L. COUCH, President Weaver Coal Co., Buffalo, New York, was born in Fredonia, New York, October 1, 1870, and has been in the coal business thirty-three years. He was formerly with the Delaware & Hudson Co. and the Philadelphia & Reading Coal & Iron Co. Mr. Couch has held positions of honor in the coal associations of the state, and has been a Director of the National Coal Jobbers Association since its organization.

DAVID DONALDSON, 547 Grant Street, Buffalo, New York, was born in Scotland in 1857, and has been in the coal business thirty-one years.

JOSEPH J. EAGAN, President and Manager J. J. Eagan Coal Co., 810 Prudential Building, Buffalo, New York, was born in Buffalo April 25, 1875, and has been in the coal business for eighteen years. He was formerly with H. K. Wick & Co.

JOSEPH A. GIBBONS, Manager of the Connell Anthracite Coal Co., Buffalo, New York, was born in Scranton, Pennsylvania, June 25, 1887, and has been in the coal business for eleven years.

JAMES HANRAHAN, 1505 Main Street, Buffalo, New York, was born in Ennis, Ireland, in August, 1843, and has been in the coal business for half a century. He has served as Secretary of the Buffalo Coal Exchange.

GRANT H. JONES, Vice President and General Sales Agent The Shawmut Coal & Coke Co., Buffalo, New York, was born in Chemung County, New York, September 27, 1863.

JOHN K. KERR, President and Treasurer John K. Kerr, Inc., 39 Erie Street, Buffalo, New York, was born in Saltsburg, Pennsylvania, October 11, 1881, and has been in the coal business for eleven years.

THEODORE KING, 101 Pratt Street, Buffalo, New York, was born in Buffalo May 2, 1870, and has been in the coal business for thirty-one years.

R. A. KRUEGER, Northern Sales Agent The Youghiogheny & Ohio Coal Co., Buffalo, New York, was born in LaSalle, New York, May 23, 1886, and has been in the coal business ten years. He was formerly with F. J. Durdan and the Lehigh Valley Coal Sales Co.

NICHOLAS E. MAAR, Buffalo, New York, was born in Buffalo April 27, 1857, and has been in the coal business for thirty-eight years.

WILLIAM F. McCLURG, President McClurg-Helsdon Coal Co., 694 Ellicott Square, Buffalo, New York, was born in Massillon, Ohio, May 1, 1871, and has been in the coal business for twenty-eight years. He was formerly with the H. K. Wick Co., Buffalo.

FRANK J. McGUINNESS, Northern Sales Manager Bader Coal Co., Buffalo, New York, was born in Erie, Pennsylvania, May 21, 1880, and has been in the coal business for sixteen years. He was formerly with the Pittsburgh & Erie County Coal Co., Erie, Pennsylvania, and the Keystone Coal & Coke Co., Cleveland, Ohio.

WILLIAM A. McMAHON, President R. W. Chisholm & Co., Buffalo, New York, was born in Buffalo in 1864, and has been in the coal business for thirty-one years. He was formerly with the Hamilton Coal Co., Powers, Brown & Co., and the Bell, Lewis & Yates Co.

GEORGE J. MECHAN, Vice President Montour Coal & Coke Co., Inc., 1042 Prudential Building, Buffalo, New York, was born in Mount Morris, New York, July 2, 1887, and has been in the coal business for seventeen years. He was formerly with the Henderson Coal Co.

CHARLES W. MOSS, Vice President, Secretary and Treasurer Weaver Coal Co., Inc., Buffalo, New York, was born in Lockport, New York, January 16, 1868, and has been in the coal business for twenty-six years.

JOSEPH W. NOBLE, Manager J. W. Noble Coal Co., Buffalo, New York, was born in Buffalo July 29, 1870, and has been in the coal business for twenty-nine years. He was previously with the Frank Williams Co.

E. H. READ of the Buffalo office of the Delaware, Lackawanna & Western Coal Co., Buffalo, New York, was born in Quebec, Canada, July 31, 1869, and has been in the coal business for twenty-four years. He was formerly with the Delaware & Hudson Co.

EUGENE C. ROBERTS, General Manager and Treasurer Fairmount Coal Co., 304 Ellicott Square, Buffalo, New York, was born in Buffalo August 18, 1857, and has been in the coal business for forty-three years. He was formerly connected with E. L. Hedstrom, and has served in positions of honor in the coal associations of the state.

JOHN T. ROBERTS, 946 Ellicott Square, Buffalo, New York, was born in Weatherly, Pennsylvania, in 1879, and has been in the coal business sixteen years. He was formerly with the Marion Coal Co. and the Widnoon Coal Mining Co.

STEPHEN W. STICKNEY, proprietor of the D. J. Stickney Coal Co., Buffalo, New York, was born in Ontario, Canada, June 12, 1858, and has been in the coal business twenty-two years. He was founder of the Stickney-Price Coal Co. and has held positions of honor in the coal associations of the state.

CHARLES A. STORCK, General Manager J. B. Jenkins Coal & Coke Co., Buffalo, New York, was born in Buffalo July 30, 1874, and has been in the coal business for eight years. He was formerly with the Pittsburgh & Buffalo Coal Co.

A. H. TRACY of the Tracy Coal & Wood Co., Buffalo, New York, was born in Erie County, New York, April 17, 1839, and has been in the coal business for thirty-six years. He was formerly with the Delaware & Hudson Co. twenty years.

DELL LELAND TUTTLE, Sales Agent The Philadelphia & Reading Coal & Iron Co., Buffalo, New York, was born in East Otto, New York, December 13, 1855. He entered the service of the company in 1892 and was appointed Sales Agent in 1898. He has been honored by the coal trade on many occasions, being Gazook in 1906 and Imperial Mazumer in 1914 of the Order KoKoal. He delivered an address Coalmen's Day at the World's Fair in St. Louis. He is a Director of the Central Dock & Terminal Railway.

MAX G. VOELKLER, President Frontier Coal Co., Inc., Prudential Building, Buffalo, New York, was born in Williamsport, Pennsylvania, September 19, 1873, and has been in the coal business for sixteen years. He is also President of the Penn-Clarion Coal Co. of Pittsburgh and of the Lexie Mining Co., with operations in Butler County, Pennsylvania.

SEYMOUR WHITLEY, Manager Pittsburgh Coal Co., Buffalo, New York, was born in Erie, Pennsylvania, August 21, 1870, and has been in the coal business about twenty-six years. He was formerly with the Youghiogheny River Coal Co., one of the W. L. Scott interests.

B. WYATT WISTAR, President Wistar Coal Corp., Buffalo, New York, was born in Minneapolis, Minnesota, September 3, 1876, and has been in the coal business twenty-two years. Mr. Wistar has many other coal interests and is well known throughout the trade.

NEW YORK CITY

GEORGE W. APGAR, Secretary and General Manager Owens & Co., New York City, is a native of New Jersey, born May 27, 1876, and has been interested in the coal business twenty-two years. Mr. Apgar was formerly with Peter DeWitt & Co.

WILLIAM H. BARKLAGE of J. H. Barklage's Son, New York City, is a native of New York City, born July 29, 1861, and has been in the coal business thirty-five years.

ARTHUR BERGHORN, Vice President Henry Berghorn's Sons, New York City, was born in New York City June 25, 1890, and has been in the retail coal business ten years.

FREDERICK W. BERGHORN, Secretary Henry Berghorn's Sons, New York City, was born in New York City April 21, 1888, and has been engaged in the coal business ten years.

LOUIS F. H. BERGHORN, President and Treasurer Henry Berghorn's Sons, New York City, was born in New Bremen, Ohio, January 24, 1877, and has been in the coal business twenty-three years. Mr. Berghorn was previously connected with Dickson & Eddy.

HENRY BREUNICH, President Henry Breunich Coal Co., New York City, was born in Germany January 11, 1849, and has been in the coal business forty years. Mr. Breunich served as President of the Retail Coal Exchange of New York City for twenty years, beginning with 1896.

JAMES CARSON, proprietor of The Coal Credit Bureau, 29 Broadway, New York City, was born in Ireland August 26, 1883, and has been interested in the coal business ten years.

CHARLES S. CHESTNUT, proprietor Crescent Coal Co., New York City, was born in Philadelphia, Pennsylvania, November 15, 1881, and has been in the coal business twelve years. He is also Treasurer Freeman-Chestnut Coal Co. Mr. Chestnut was formerly connected with McCaulley Bros., Philadelphia retailers.

J. McINTYRE CREIGHTON of New York City was born in Perth, New York, December 19, 1871, and has been in the coal business fifteen years. Mr. Creighton was formerly connected with Black, Field & Emmons and George D. Harris & Co.

RICHARD THEODORE DAVIES, General Coal Agent The Lehigh Coal & Navigation Co., New York City, was born in Buffalo, New York, October 3, 1850, and has been connected with the coal business forty years, the entire time with the above company.

CHARLES H. DAYTON, President Phoenix Coal Co., New York City, was born in Newark, New Jersey, August 6, 1881, and has been in the coal business twelve years. Mr. Dayton was formerly connected with Hatfield & Hilles, Lehigh Valley Coal Sales Co., the Lehigh Coal & Navigation Co., and the Skeele Coal Co.

JOSEPH B. DICKSON of Dickson & Eddy, New York City, was born in 1861 at Scranton, Pennsylvania, and has been in the coal business thirty-five years. Mr. Dickson is one of the prominent factors in the anthracite industry and is highly regarded. His firm is distributor of the D. & E. Scranton coal and the D. & H. Lackawanna coal and they handle a very large tonnage.

EMORY KELLY DOWNEY, Manager Coal Department B. Nicoll & Co., New York City, was born in Baltimore, Maryland, July 8, 1880, and has been in the coal business eighteen years. Mr. Downey was formerly associated with the Davis Coal & Coke Co., with which company he started as office boy. When he left this company in 1912 he was Vice President.

DAVID B. DUNCAN of David Duncan & Son, New York City, was born in Philadelphia, Pennsylvania, October 18, 1850, and has been in the coal business fifty-one years. Mr. Duncan was previously connected with the Scranton & Lehigh Coal Co., New York City, Donaldson & Duncan, Philadelphia, Popham & Co., and the North River Coal & Wharf Co., Beech Creek Cannel Coal Co., Beaver Run Bituminous Coal Co. and Clearfield Bituminous Coal Co., New York City. This business was established in 1825 by his father, David Duncan, a pioneer in the introduction of anthracite and bituminous coal.

JESSE L. EDDY of Dickson & Eddy, New York City, was born in Whitehall, New York, January 9, 1858, and has been engaged in the coal business forty-two years. He is also Treasurer of the Price-Pancoast Coal Co. He was formerly with the Delaware & Hudson Coal Co.

W. H. ELLERY, President Coaldale Mining Co., New York City, was born in England December 6, 1870, and has been in the coal business twenty-five years. He is also interested in the Pyramid Coal Mining Co. of Pennsylvania.

GEORGE J. ELTZ, Treasurer Thedford-Eltz Coal Co., New York City, was born in New York January 17, 1866, and has been in the coal business thirty-seven years. Mr. Eltz was formerly with J. Eltz & Son and served as Vice President of the Retail Coal Exchange.

ROBERT STUART FEENEY, Vice President Seiler-Rogers-Brown Coal Co., New York City, was born in Philadelphia, Pennsylvania, February 13, 1891, and has been in the coal business seven years. Mr. Feeney was previously connected with H. H. Lineaweaver & Co.

CLARENCE FUHRER, Coal Expert Eastern Audit Co., Inc., 203 Broadway, formerly Statistician Pocahontas Fuel Co., New York City, was born in Philadelphia, Pennsylvania, June 11, 1882, and has been in the coal business eighteen years. He is also Secretary-Treasurer Black Band Fuel Co. and Kanawha Central Railway Co. Mr. Fuhrer was formerly connected with the Pocahontas Collieries Co.

JOHN WALTER GALLOWAY, President Maryland Coal Co., New York City, was born in Baltimore, Maryland, July 26, 1873, and has been interested in the coal business twenty-five years. He is also President Maryland Coal Co. of West Virginia and Simpson Creek Coal Co. Before entering into the coal business Mr. Galloway was connected for a number of years with the Baltimore & Ohio Railroad and was later with the Continental Coal Co., Weaver Coal Co., Pawnee Coal Co., W. K. Niver Coal Co., and Brothers Valley Coal Co.

JOSEPH GORDON, President Joseph Gordon, Inc., New York City, was born in New York City in 1855, and has been engaged in the coal business thirty years.

CLARENCE C. HARRIS, Treasurer Geo. D. Harris & Co., New York City, was born in Fort Edward, New York, November 27, 1876, and has been in the coal business for eighteen years

HANCKE HENCKEN, President Hencken & Willenbrock Co., New York City, was born in Germany September 5, 1841, and has been handling coal fifty-three years. Before establishing his present company he was a member of the firm of John Hahn & Co.

CLARENCE M. HETFIELD, Eastern Sales Agent W. H. Bradford & Co., New York City, was born in Plainfield, New Jersey, June 4, 1889, and has been interested in the coal trade ten years. He was formerly connected with the Bulah Coal Mining Co., Consolidation Coal Co., Grampion Coal Mining Co., and George D. Harris & Co.

FRANK W. HIGHBERGER of F. W. Highberger & Co., New York City, was born in Westmoreland County, Pennsylvania, August 23, 1874, and has been in the coal business five years. Mr. Highberger was formerly with E. W. Mudge & Co.

WILLIAM P. HILL, Treasurer F. R. Long & Co., New York City, was born in Owego, New York, November 14, 1865.

G. MASON JANNEY, General Manager Pennsylvania & West Virginia Co., New York City, was born in New Orleans, Louisiana, November 26, 1873, and has been in the coal business twenty-two years. Mr. Janney was formerly with the Baltimore & Ohio Railroad.

BENJAMIN F. JAYNE of B. F. Jayne & Co., New York City, was born at Setauke, Long Island, New York, February 25, 1835, and has been in the coal business forty-five years.

FREDERICK R. LONG, President F. R. Long Co., New York City, was born in Williamsport, Pennsylvania, March 29, 1877, and has been in the coal business fifteen years. Mr. Long is also President of the Long Coal Mining Co., Roscoe Coal Mining Co., and F. R. Long & Co.

S. G. LUND, with Whitney & Kemmerer, New York City, started in the coal business with Whitney & Kemmerer in 1915, and was appointed Western Sales Agent in 1918.

ARTHUR JOSEPH MacBRIDE, Assistant Manager of Sales, Pocahontas Fuel Co., New York City, was born in Cincinnati, Ohio, April 3, 1880, and has been in the coal business sixteen years.

E. J. MacNAMARA, Treasurer Victoria Coal Mining Co., New York City, was born in Santa Fe County, New Mexico. Mr. MacNamara is also interested in the O'Mara coal mine.

WILBUR A. MARSHALL, President W. A. Marshall & Co., New York City, was born in Walpole, Massachusetts, March 25, 1877, and started in the coal business in Boston in 1893. He is also President of the Lincoln Coal Co., Wolf Den Coal Co., and Bethel Realty Co., and Treasurer of the Lincoln Realty Co. Mr. Marshall was formerly connected with Whitney & Kemmerer and Righter & Marshall.

STEPHEN G. MATHEWSON, New York Manager Spring Coal Co., New York City, was born at Toledo, Ohio, June 27, 1893, and has been interested in the coal business seven years.

EMMETT McLOUGHLIN, Secretary and Treasurer Weber-McLoughlin Co., New York City, was born in New York City in 1880 and has been handling coal thirteen years.

HENRY METZ, JR., with the Northern Coal Co., New York City, was born in Jersey City, New Jersey, January 19, 1886, and has been in the coal business nine years. He was formerly connected with the Spring Coal Co. and the Quemahoning Coal Co.

HENRY H. MEYER, Secretary and Treasurer Henry Meyer Co., was born in New York City December 29, 1878, and has been in the coal business twenty-four years.

CLARENCE PITMAN MORRELL, General Manager Bituminous Department Pattison & Bowns, New York City, was born in Elizabeth, New Jersey, in 1873. Mr. Morrell is also President of the George M. Morrell Co., a coal transportation company. He was formerly connected with Robinson, Haydon & Co., Pennsylvania Gas Coal Co., and Bucholz & Morrell.

JOHN R. MORRIS, Sales Agent The Lehigh Coal & Navigation Co., New York City, was born in Utica, New York, and has been engaged in the coal business eighteen years.

WALTER HERBERT NELSON, President Z. O. Nelson & Son, New York City, was born in Rochester, New York, in 1858, and has been identified with the coal business since 1878. Mr. Nelson was formerly connected with Holden Bros., Syracuse, New York, and has served as President of the Brooklyn Coal Exchange.

RICHARD K. OWENS, President Owens & Co., New York City, was born in New York City February 25, 1855, and has been in the coal business forty-seven years.

JOHN WESLEY PEALE, Manager Anthracite Department Peale, Peacock & Kerr, New York City, was born in Lock Haven, Pennsylvania, in 1860, and has been in the coal business since 1887.

CHARLES F. RANDOLPH, Sales Agent Thorne, Neale & Co., New York City, was born in New Brunswick, New Jersey, June 7, 1871, and has been in the coal business twenty-five years.

ARTHUR HARRISON ROBITZEK, Treasurer G. Robitzek & Bro., New York City, was born in New York City December 13, 1888, and has been in the coal business twelve years, the entire time with this company.

FREDERICK C. RUSSELL, wholesale coal merchant, New York City, was born in Newark, New Jersey, in 1870, and has been engaged in the coal business thirty years. Before going into business for himself, nineteen years ago, he was with Cox & Rockwell and Graeff, Wilcox & Co.

MERVIN R. SCHENCK, Treasurer Jeremiah Skidmore's Sons, New York City, was born in Flatbush, Long Island, New York, August 22, 1859, and has been actively interested in the coal business forty-four years.

R. R. SCHOTE, Secretary Coaldale Mining Co., New York City, was born in New York City October 31, 1886, and has been with the company fifteen years.

CLARENCE MAURICE SCHWERIN, President Vinton Colliery Co., New York City, was born in Newbern, North Carolina, August 26, 1881, and has been in the coal business eight years.

J. W. SEARLES, Deputy Commissioner Tidewater Coal Exchange, New York City, was born in Oil City, Pennsylvania, January 19, 1870, and has been in the coal business seventeen years. Mr. Searles is also Vice President and Manager of the North River Coal & Wharf Co. and General Sales Agent of the Pennsylvania Coal & Coke Corp. He is President of the New York Coal Trade Golf Association.

OLIN J. STEPHENS, well-known coal merchant of New York City, was born in New York City October 29, 1859, and has been engaged in the coal business forty years. Mr. Stephens was formerly connected with James Stephens and James Stephens & Son. He has served as President of the Coal Merchants Association of New York City.

NICHOLAS L. STOKES, President Thomas Stokes & Sons, New York City, is a native of New York, and has been identified with the coal business thirty years. His firm has been doing business for over sixty-one years.

HARRY W. THEDFORD, President G. W. Thedford Coal Co., New York City, was born in New York City May 21, 1879, and has been engaged in the coal business twenty-five years.

THOMAS THEDFORD, General Manager Thedford-Eltz Coal Co., New York City, was born in New York City September 29, 1881, and has been in the coal business twenty-one years. He was formerly connected with Stokes & Thedford and Robert Thedford.

PERCY M. THORN, Vice President and General Manager T. R. Thorn & Co., New York City, was born in New York City in 1888 and has been in the coal business ten years. Mr. Thorn has other coal interests at Scranton, Pennsylvania. He was formerly connected with the Silver Ash Premium Coal Co. and the Manufacturers Coal Co. as President and served for a time as President of the New York & New England Manufacturers Association.

FREDERIC STONE WALDEN, Eastern Manager C. G. Blake Co., New York City, was born in Covington, Kentucky, in 1883, and has been identified with the coal business fourteen years. Mr. Walden was with the home office of this company in Cincinnati, Ohio, before opening this export office.

LOUIS S. WEBER, President Weber-McLoughlin Co., New York City, was born in New York August 20, 1878, and has been in the coal business thirteen years. He resides at Englewood, New Jersey.

LE BARON SANDS WILLARD, senior partner Willard, Sutherland & Co., New York City, was born in Brooklyn, New York, July 4, 1883, and has been identified with the coal business fourteen years. He is also a Director of the Vinton Colliery Co. and the Atlantic & Eastern Coal Co. Mr. Willard has served as a Director of the Wholesale Coal Trade Association of New York City.

J. A. WILLIAR, wholesaler, New York City, is a native of Maryland, born in 1865. Before going into business for himself Mr. Williar was with W. A. Marshall & Co.

FRANK W. WILSHIRE, General Sales Manager Consolidation Coal Co., New York City, was born in Cincinnati, Ohio, August 15, 1873, and has been interested in the coal business eighteen years. He is also a Director of the Metropolitan Coal Co. and Coastwise Transportation Co., Boston, Massachusetts. Mr. Wilshire was formerly connected with the Davis Coal & Coke Co., Montana Coal & Coke Co., Fairmont Coal Co. and Somerset Coal Co.

DAVID WILSON, Secretary Matthew Wilson & Co., New York City, a son of Matthew Wilson, was born in New York City April 5, 1886, and entered the coal business in 1903.

CHARLES STANLEY WOODWARD, Manager Coal Department Debevoise-Anderson Co., New York City, was born in Indianapolis, Indiana, May 6, 1853, and has been identified with the coal business sixteen years. He was formerly associated with Matthew Addy & Co., Warren Wood & Co., M. A. Hanna & Co. and Domhoff & Joyce.

FREDERICK ZERBST, with Matthew Wilson & Co., New York City, was born in Germany August 20, 1866, and was previously connected with Meyer, Denker & Hoerig and G. Zerbst.

GUSTAV A. ZERBST, Vice President Matthew Wilson & Co., New York City, was born in Germany August 24, 1864, and has been in the coal business twenty-six years. He was formerly a partner in the firm of Havens & Co.

NEW YORK

FRANK B. ABBOTT of Brewster & Abbott, Troy, New York, was born at Brunswick, New York, May 30, 1861, and has been in the coal business for thirteen years. He is also interested in the Troy Fuel Co., Inc.

JOHN LEWIS ABREW, Islip, New York, was born at Port Jefferson, Long Island, June 30, 1874, and has been in the coal business a quarter of a century. He also operates a coal yard at Bay Shore.

GEORGE W. ALLEN, Stapleton, New York, President of the company bearing his name, has been in the coal business for three years.

WILLIAM L. ALLEN, Treasurer-Manager C. W. Allen Co., Malone, New York, was born in Malone March 16, 1874, and has been in the coal business since 1905.

DAVID A. ANDERSON, Secretary Craver, Cowee & Baxter, Inc., Troy, New York, was born in Troy September 17, 1874, and has been in the coal business thirty-one years. He was formerly connected with David Judson, Judson Coal Co., and Lawson & Craver.

FREDERICK BAETZEL, Rochester, New York, was born in Rochester, April 7, 1876, and has been in the coal business thirteen years. He was formerly connected with Lewis Edelman and has served as a Director in the Rochester Coal Merchants' Association.

ROBERT S. BAGSHAW, General Manager Curk & Bagshaw, Waterloo, New York, was born in Derbyshire, England, August 1, 1874, and has been in the coal business for eight years.

EDWARD L. BALDWIN, Johnson City, New York, was born at Le Raysville, Pennsylvania, in April, 1859, and has been in the coal business for thirty-two years.

JAMES SCOTT BALDWIN, 101 East Market street, Elmira, New York, was born in Elmira, New York, January 4, 1848, and has been in the coal business for forty-nine years. Mr. Baldwin has served as a Director of the New York State Retail Coal Merchants' Association and is well known throughout the trade.

G. W. BALL, Massena, New York, was born at Canton, New York, May 24, 1866, and has been in the coal business for eleven years.

WILLIAM H. BALL of the Semet-Solvay Co., Syracuse, New York, was born in Buffalo, New York, August 23, 1863, and has been in the coal business for thirty-six years. He is also interested in the Solvay Collieries Co., and was previously with the Pennsylvania Coal Co., J. H. & W. H. Ball, Henry E. Smith and Lee Smith & Moore.

JOSEPH W. BALLARD, proprietor J. W. Ballard Co., Binghamton, New York, was born in 1865 at Brooklyn, New York, and has been in the coal business for over twenty years.

ALBERT L. BARNES, Owner and Manager of A. L. Barnes & Co., Mechanicsville, New York, was born at Mechanicsville July 13, 1871, and has been in the coal business twelve years.

JOHN F. BARTELS of Warner & Kimman, Syracuse, New York, was born in Aurora January 13, 1879, and has been in the coal business eight years.

FLOYD C. BARTON of Barton & Hoysradt, Ancram, New York, was born November 25, 1880, at Ancramhead Mine, New York, and has been in the coal business for fifteen years.

ALVAH M. BAYLIS, Manager and Vice President Huntington Lumber & Coal Co., Huntington, New York, was born in Huntington August 16, 1873, and has been in the retail coal business for eleven years.

DANIEL L. BAYLIS, Treasurer Huntington Lumber & Coal Co., Huntington, New York, was born in Huntington August 28, 1845, and has been in the coal business thirty-one years.

CLARENCE A. BEACH, Patchogue, New York, was born in Brooklyn, New York, June 2, 1885, and has been in the coal business for nine years. He was formerly with the Patchogue Coal & Feed Co. and Dayton Hedges.

FRANK H. BEACH, President Frank H. Beach Co., Binghamton, New York, was born May 16, 1867, in Pennsylvania, and has been in the coal business for nearly twenty-five years. Mr. Beach has served as President of the New York State Coal Merchants Association and is an unusually enterprising and progressive coal merchant. He has made a special study of the costs of doing business, and has exerted a most helpful influence for good in spreading this important information to other retailers.

STEPHEN M. BECKER, retail coal merchant of Atlanta, New York, was born August 28, 1855, at Collins, New York, and has been in the coal business for one year.

LAURENCE BECKERLE, Manager Spring Valley Coal & Lumber Co., Inc., Spring Valley, New York, was born in Pearl River, New York, June 3, 1888, and has been in the coal business ten years. He was formerly with the Hackensack Coal & Lumber Co.

HERBERT E. BEECHER, Manager and partner in the Beecher Coal Co., Granville, New York, was born in Granville October 1, 1877, and has been in the coal business seven years.

GEORGE BENKERT, Central Park, Long Island, New York, has been engaged in the retail coal business for about twenty-eight years.

E. E. BLACKMAN, President Blackman & Stanton, Freeville, New York, was born in Oswego, New York, in 1857, and has been in the retail coal business for the last twelve years.

PUFFER X. BLAKE, Potsdam, New York, was born in Ranshville, New York, August 25, 1868, and has been in the retail coal business for three years.

W. H. BLIGHT, Elmira, New York, Sales Agent for the South Side Coal Co. and the Meadow Hill Coal Co. of Scranton, Pennsylvania, was born in Lancaster, Pennsylvania, in 1855, and has been in the coal business for forty-one years. He is at present opening a bituminous coal mine in Jefferson County, Pennsylvania.

R. W. BLOOMER, Manager for Mrs. J. H. Garrison, retailer of coal at Tully, New York, was born in Cortland, New York, April 29, 1882, and has been in the coal business for six years.

HENRY BOHNE, Whitestone, New York, was born in Whitestone February 22, 1865, and has been in the coal business thirteen years.

HARRY HOLMES BOURN, Mt. Upton, New York, was born in Guilford, New York, December 31, 1877, and has been in the coal business for eleven years.

WILLARD BOYCE of Boyce & Roberson, Saranac Lake, New York, was born fifty-three years ago and has been in the retail coal business for about nine years, associated with Chas. F. Roberson.

WILLIAM BOYD, Medina, New York, was born in Ireland March 10, 1866, and has been in the coal business for twenty-six years.

BENJAMIN O. BREWSTER of Brewster & Abbott, Troy, New York, was born in Brunswick, New York, March 20, 1853, and has been in the coal business for thirteen years. He is also interested in the Troy Fuel Co., Inc.

THEO. BRINK of Brink Bros., Lake Katrine, New York, was born at Lake Katrine and has been in the coal business twenty-six years.

EDWIN H. BROCKWAY, Fancher, New York, was born in Hulburton, New York, November 19, 1880, and has been in the coal business for twelve years.

HOWARD LYNN BROOKS, Solsville, New York, was born in North Norwich, New York, April 6, 1877, and has been in the coal business for eighteen years.

HARRY H. BROUGHAM, Schenectady, New York, was born in Schenectady County, New York, November 6, 1871, and has been in the coal business sixteen years.

WAYNE R. BROWN, Scotia, New York, was born in Schenectady, New York, November 3, 1874, and has been in the coal business thirteen years.

GEORGE W. BUFFHAM of Geo. W. Buffham & Son, Newark, New York, was born in Madrid, New York, June 1, 1854, and has been in the coal business for seventeen years, associated with his son, G. Leslie Buffham.

ARTHUR EDWARD BUHRMASTER of Buhrmaster Bros., Scotia, New York, was born in Charlton, New York, April 26, 1888, and has been in the coal business four years.

JOHN HENRY BUHRMASTER, successor to Buhrmaster Bros., Scotia, New York, was born in Aurisville, New York, March 27, 1876, and has been in the coal business four years.

WM. E. BURDICK of Stafford & Burdick, Homer, New York, was born in Scott, New York, October 12, 1863, and has been in the coal business about sixteen years.

SCOTT H. BURLINGAME, North Brookfield, New York, was born in Stockwell, New York, May 3, 1865, and has been in the coal business for thirty-three years.

CLARENCE H. BURTCH of G. H. & C. H. Burtch, Alexandria Bay, New York, was born in Alexandria Bay and has been in the coal business for eighteen years.

JAMES EDWARD BUSH, Manager George Bush Estate, Ballston Spa, New York, was born July 27, 1884, in Ballston Spa. His coal business has been established for forty years.

LOUIS BUSH of Lonsville, New York, was born in Lewis County, New York, September 26, 1868, and has been in the coal business for six years.

FRANK E. BUTTERFIELD, Hancock, New York, was born at Jackson, Pennsylvania, May 18, 1864, and has been in the coal business for several years.

HARRY J. BUTTS, Oneonta, New York, was born in Laurens, New York, May 6, 1881, and has been in the coal business seven years.

AUGUSTUS VIRGIL BYRAM of the A. V. Byram Coal & Wood Co., Niagara Falls, New York, was born October 27, 1866, and has been in the coal business for seven years.

W. J. CAPRON, General Manager W. J. Capron & Co., Oneida, New York, was born in Marcy, New York, in May, 1862, and has been in the coal business for thirty-one years.

MARTIN J. CARLSON, Mayville, New York, was born at Mayville July 20, 1868, and has been in the coal business twenty-seven years.

OSCAR A. CARPENTER, Kennedy, New York, was born in Ellington, New York, February 25, 1849, and has been in the coal business for sixteen years. He was formerly with D. Wilcox & Co.

BRUCE TUTHILL CARTER, East Quoque, New York, was born in East Quoque January 3, 1875, and has been in the coal business nine years.

S. WILBUR CASE, Rochester, New York, was born in Gloversville, New York, June 23, 1875, and has been in the coal business for six years.

JOHN E. CASSIDY, East Branch, New York, was born in Warwick, New York, June 10, 1875, and has been in the coal business for twelve years.

R. F. CHAPPINS, Dryden, New York, was born at Knoxville, Tennessee, January 19, 1857, and has been in the coal business for twenty-six years.

GUY W. CHENEY, Secretary-Treasurer Corning Blossburg Coal Corp., Corning, New York, was born in Fort Covington, New York, February 26, 1886, and has been in the coal business four years. Mr. Cheney is also engaged in the practice of law.

AUGUST CHRISTIE, retail coal merchant of Brinckerhoff, New York, was born December 11, 1884, in New York City, and has been in the coal business for eight years.

GEORGE LANDERS CHURCH, retail coal merchant of Afton, New York, is a native of Afton and has been in the coal business for twenty-five years.

HARLEY J. CHURCHELL, Syracuse, New York, was born in Spafford, New York, June 17, 1858, and has been in the coal business twenty-seven years. He was formerly with W. K. Niver & Co.

ELMER J. CHURCHILL, proprietor Binghamton Coal Co., Binghamton, New York, was born December 5, 1861, at Great Bend, Pennsylvania, and has been in the coal business for over fifteen years. He was formerly connected with the Delaware, Lackawanna & Western Coal Co. for twenty years.

EDWARD H. CLARK of the E. H. Clark Coal Co., Rochester, New York, was born in Conesus, New York, August 30, 1869, and has been in the coal business for twenty-two years. He was formerly with Clark & Fladd. Mr. Clark is also interested in farming. His son, Edward Payson Clark, is associated with him in the coal business.

FRED G. CLARK, retail coal merchant of Addison, New York, was born June 11, 1873, at Sugargrove, Pennsylvania, and has been in the coal business for two years.

MILLARD J. CLARK, Hamilton, New York, was born in Earlville, New York, June 14, 1863, and has been in the coal business for eleven years. Mr. Clark owns one of the best equipped electric power plants in the vicinity.

MINNIE ELEANOR CLARK, Westport, New York, was born at Westport October 11, 1851, and has been in the coal business eleven years, associated with her two sons, C. D. and A. P. Clark.

RICHARD DWIGHT CLARK, Second Vice President of the Clark & Kimble Co., Ellenville, New York, was born in Grahamsville, New York, July 11, 1857, and has been in the coal business thirty-two years.

RICHARD EUGENE CLARK, President of the Clark & Kimble Co., Ellenville, New York, was born in South Fallsburg, New York, August 14, 1887, and has been in the coal business five years.

W. G. CLEMENTS, Edmeston, New York, was born in Newark, New Jersey, in 1883, and has been in the coal business for six years.

GEO. H. CLUNE, Rochester, New York, Treasurer The Rochester & Pittsburgh Coal & Iron Co. and Jefferson & Clearfield Coal & Iron Co., was born in Burlington, Iowa, June 11, 1860, and has been mining and wholesaling bituminous coal thirty-one years.

FRANK A. COAKLEY, Utica, New York, was born at Utica August 12, 1887, and has been in the coal business nine years. He is a member of the various coal associations of the state.

HERBERT L. COBB, Ithaca, New York, was born in Allegany County, New York, May 2, 1884, and has been in the coal business for four years.

ENOS BYRON COLE of the Lakewood Coal & Lumber Co., Lakewood, New York, was born in Bear Lake, Pennsylvania, July 22, 1876, and has been in the coal business for ten years. He is Secretary of the Coal Association of Chautauqua County.

CY S. COLLINS of the Cy S. Collins Koal Co., Gloversville, New York, was born in Gloversville in 1857, and has been in the coal business thirty-one years. He was formerly with the Coal Co. of Fulton County.

JOHN M. COLSON of Colson & Stapley, Geneseo, New York, was born at Thurston, New York, in 1863, and has been in the retail coal business for thirty years. He was formerly with Curtis, Carpenter & Co. and Colson, Carpenter & Co.

AURIE J. CONINE of Goodfellow & Conine, East Syracuse, New York, was born in Manlius, New York, December 14, 1877, and has been in the coal business for thirteen years.

MATHEW J. CONLIN of Conlin & Co., Tuckahoe, New York, was born in Mount Vernon, New York, April 19, 1866, and has been in the coal business for fourteen years.

EDWARD J. COOK, Oaks Corners, New York, was born in Waterloo, New York, May 28, 1848, and has been in the retail coal business thirty-one years.

W. SPENCER CORBIN, Gouverneur, New York, was born in Philadelphia, Pennsylvania, in 1870, and has been in the coal business for twenty-five years.

FRANKLIN C. CORNELL, Ithaca, New York, was born at Ithaca, New York, November 24, 1866, and has been in the coal business for seventeen years. He was formerly connected with Stephens & Cornell.

FULLER F. CORNWALL, Sole Owner of A. C. Cornwall & Son of Alexandria Bay, New York, was born October 13, 1879, in Alexandria Bay, and has been in the coal business for a number of years. He was formerly connected with the firm of Cornwall Bros.

E. B. CORWIN of Corwin & Co., Newfane, New York, was born in Newfane and has been in the coal business five years.

EDWARD G. CRANNELL, retail coal merchant of Altamont, New York, was born October 23, 1871, at Albany, New York, and has been in the coal business for twenty-one years.

ELMER H. CRAVER, President Craver, Cowee & Baxter, Inc., Troy, New York, was born in North Greenbush, New York, February 21, 1864, and has been in the coal business for twenty-six years. He was formerly with Lawson & Craver.

EARL N. CROSS, Randolph, New York, was born in Randolph in 1878, and has been in the coal business twelve years.

JAMES CUNNING, Watervliet, New York, was born in Troy, New York, in 1840, and has been in the coal business for thirty-one years.

ALAN M. CURTIS of the Curtis Coal Co., East Syracuse, New York, was born in Baldwinsville, New York, and has been in the coal business five years, associated with Edward F. Curtis, his partner. Mr. Curtis was formerly with the Crescent Coal Mining Co.

EDWARD F. CURTIS of the Curtis Coal Co., East Syracuse, New York, has been in the coal business for five years, associated with A. M. Curtis, his partner. He was formerly with the Crescent Coal Mining Co.

FRED D. CURTIS, Oriskany Falls, New York, was born in Solsville, New York, November 5, 1869, and has been in the coal business for eighteen years.

FRANK J. CUTTER, Utica, New York, was born at Waterville, New York, April 3, 1883, and has been in the retail coal business for five years.

FRED DAVEY, retail coal merchant of Amsterdam, New York, was born May 8, 1868, at Cherry Valley, New York, and has been in the coal business twenty-seven years. He has served as Secretary of the New York State Coal Merchants Association.

SABINE B. DAVID, Lebanon, New York, was born in Parish, New York, in 1860, and has been in the coal business thirty-two years.

ORVILLE C. DAVIS, Secretary-Treasurer Clark-Davis Coal Co., Utica, New York, was born August 6, 1868, in Verona, New York, and has been in the coal business seventeen years.

JOHN R. DEAN, retail coal merchant of Alden, New York, was born November 13, 1879, in St. Clair, Pennsylvania, and has been in the coal business for twelve years.

JOHN DEANS of The Greenlawn Store, Greenlawn, New York, was born in New York City February 4, 1872, and has been in the retail coal business for fifteen years.

JOHN DE CAMP, West Haverstraw, New York, was born at Stony Point, New York, August 9, 1864, and has been in the coal business for thirty years.

CHARLES P. DeLONG of Charles P. DeLong & Sons, Syracuse, New York, was born in Canaseraga, New York, March 1, 1856, and has been in the coal business for twenty-two years.

WILLIAM E. DESPARD, Honeoye Falls, New York, was born in LeRoy, New York, August 9, 1881, and has been in the coal business for eight years.

HOWARD G. DEWEY, Gloversville, New York, late President Coal Co. of Fulton County, was born in Great Barrington, Massachusetts, October 7, 1857, and had been in the coal business thirty-three years up to the time of his death, January 6, 1919. He was also connected with the Nay Aug Coal Co., Scranton, Pennsylvania, the Rocket Brook Coal Co., Carbondale, Pennsylvania, and the New York & New England Coal Co., and had served as President of the New York Coal Dealers' Association.

A. S. DILLINGHAM, Treasurer Dean Dillingham Co. of Auburn, New York, was born December 25, 1874, at Elba, New York, and has been in the coal business for fifteen years. B. A. Dean is President of the company.

JOHN FREDERICK DINKEL, President Dinkel & Jewell Co., Tarrytown, New York, was born at Irvington, New York, in 1861, and has been in the coal business for nineteen years.

JOHN F. DOLAN, Oriskany Falls, New York, was born in Oriskany Falls June 17, 1867, and has been in the coal business nine years.

THOS. DONOVAN, Middletown, New York, was born in Bullville, New York, in 1868, and has been in the coal business for twenty-six years.

JOHN DOUGHERTY of the Dougherty Coal Co., Oswego, New York, was born at Otsego, New York, October 26, 1859, and has been in coal business for thirty-three years.

AUGUSTUS DOUGHTY, Poughkeepsie, New York, was born in New York in 1841 and has been in the coal business for thirty-seven years.

FRED NORTON DOUNCE, Elmira, New York, was born in Elmira January 1, 1856, and has been in the coal business thirty-eight years. He was formerly with Wm. J. Dounce & Co.

LEE A. DUBOIS of Kennedy & DuBois, Johnson City, New York, was born in Vestal, New York, November 30, 1875, and has been in the coal business six years.

JOHN P. DUGAN, Treasurer John P. Dugan & Co. of Amsterdam, New York, was born April 22, 1885, at Fonda, New York, and has been in the coal business for three years.

HENRY W. DUGUID, Syracuse, New York, was born in Syracuse October 4, 1869, and has been in the coal business eighteen years.

ARTHUR T. DUNN, Owner and Manager of The A. T. Dunn Co. of Cortland, New York, was born in Cortland October 13, 1880, and has been in the coal business for twelve years. He was formerly with Jennings & Dunn, and has held positions of honor in the state coal associations.

JOHN E. EDDY, Castile, New York, was born at Castile February 23, 1873, and has been in the coal business for nine years.

JOHN W. EDDY of Dickson & Eddy, Utica, New York, was born at Whitehall, New York, in 1852, and has been in the coal business for nineteen years.

ARNER G. EEDE, Manager for Mrs. Emma Eede, Ballston Spa, New York, was born August 14, 1889, and has been in the coal business for five years.

JAMES ELTON, Manager Riverhead Coal Co., Riverhead, New York, was born in Riverhead in 1855, and has been in the coal business fifteen years.

A. K. ENDERLIN, Roxbury, New York, was born in Roxbury and has been in the retail coal business twenty-one years.

COL. WILLIAM F. ENDRESS, Jamestown, New York, was born in Dansville, New York, August 2, 1855. He is a civil engineer, a graduate of the Rensselaer Polytechnic Institute, Troy, New York, served in the Spanish War and has been in the coal business for thirty-nine years. Colonel Endress was for five years President of the New York & Pennsylvania Retail Coal Association and of the International Council of Coal Merchants for two years.

FRED W. EVANS, President-Treasurer F. W. Evans Coal Co., Inc., Rochester, New York, was born in Vienna, New York, April 27, 1877, and has been in the coal business for eleven years. He was formerly connected with the C. C. West Coal Co.

HERBERT DAVID FAIRCHILD, Lowville, New York, was born in West Turin, New York, January 14, 1869, and has been in the coal business five years.

JOHN H. FAUCETT, retail coal merchant of Bath, New York, was born July 31, 1874, in Bath, and has been in the coal business three years, succeeding his father, James Faucett, who established the business in 1871, and conducted it until his death in January, 1915.

W. L. FENNER, retail coal merchant of Almond, New York, has been in the coal business for over ten years.

G. W. G. FERRIS, President-Treasurer The Empire Mfg. Co., Franklinville, New York, was born in Farmersville, New York, September 29, 1871, and has been in the coal business seventeen years.

WALLACE FINCH, Secretary-Treasurer W. W. Finch & Co., Broadalbin, New York, was born December 4, 1874, in Broadalbin, and has been in the coal business seven years.

FRANK FISH, Ticonderoga, New York, was born at Dresden, New York, August 31, 1871, and has been in the coal business for sixteen years,

GLENN H. FOOTE, Ransomville, New York, was born in County Line, New York, February 19, 1878, and has been in the coal business for eleven years.

HARRY C. FORCE, Manager J. H. Feroe & Sons, Tivoli, New York, was born at Tivoli, New York, October 18, 1872, and has been in the coal business for twenty-six years.

ALFRED B. FORD of A. B. Ford & Co., Chatham, New York, was born in Canaan, New York, in 1855, and has been in the coal business for twenty-nine years, associated with Caleb F. Dunham.

EDWARD TYRON FRASER, Youngstown, New York, was born in Lewiston, New York, December 12, 1876, and has been in the retail coal business for four years.

LOUIS F. FRASER, Secretary-Treasurer Ferrin & Fraser Coal Co., Inc., Lockport, New York, was born at Lockport June 30, 1868, and has been in the coal business thirty-one years.

CADMAN H. FREDERICH, President Freeport Ice & Fuel Co., Freeport, New York, has been in the retail coal business for five years, associated with Roland M. Lamb.

ERNEST A. FRIER of Frier & Niles, Schenectady, New York, was born in Hoosick Falls, New York, in 1876, and has been in the coal business eight years.

CHARLES L. FROST of C. L. Frost & Son, Cherry Creek, New York, is engaged in the retail coal business in Cherry Creek, associated with George S. Frost.

CLARK A. FROST of Clark A. Frost & Son, Oneida, New York, was born in Oneida in 1852, and has been in the coal business nineteen years.

GEORGE SHELDON FROST, Manager of the firm of C. L. Frost & Son, Cherry Creek, New York, was born in Cherry Creek April 4, 1896, and has been in the coal business for eight years.

HYMAN FRUMKIN, Schenectady, New York, Manager of the firm of M. Frumkin, was born in North Adams, Massachusetts, September 12, 1894, and has been in the coal business ten years.

MAX FRUMKIN, Schenectady, New York, was born in Russia in 1870, and has been in the coal business ten years, associated with his son, Hyman Frumkin.

HENRY FULLER, Glasco, New York, was born in Glasco February 28, 1879, and has been in the retail coal business for seventeen years.

HARRY C. FUNSTON, Manager of Funston Bros., Schuylerville, New York, was born in Schuylerville July 5, 1883, and has been in the coal business fifteen years, associated with his father, Robert Funston.

ROBERT FUNSTON, President-Treasurer Funston Bros., Schuylerville, New York, was born in Schuylerville April 3, 1852, and has been in the coal business fifteen years.

WILLIAM T. GAGEN, Southold, New York, was born in Southold July 8, 1878, and has been in the retail coal business six years.

WILLIAM D. GARRISON, well known retail coal merchant of Bath, New York, was born September 30, 1872, in Bath and has been in the coal business for seventeen years.

FRANCIS B. GARVEY, President Long Island Seed Co., New Hyde Park, New York, was born in Patchogue, New York, October 20, 1878, and has been in the coal business for eleven years.

W. H. GEIB, East Aurora, New York, was born in Hortonville, New York, April 13, 1855, and has been in the coal business twenty-five years.

EMIL J. GEORG, Utica, New York, was born at Utica November 9, 1871, and has been in the coal business twenty-two years. He was formerly with Joseph Georg's Sons.

JOHN A. GIBLIN, Ilion, New York, was born in Frankfort, New York, July 6, 1850, and has been in the coal business for forty-six years. He was formerly connected with Roche & Giblin and has numerous banking interests in Utica and Ilion, New York.

HENRY GOODFELLOW of Goodfellow & Conine, East Syracuse, New York, was born in DeWitt December 20, 1849, and has been in the coal business for twenty-nine years, the firm previously being known as Goodfellow Bros.

M. S. GOSS, retail coal merchant of Auburn, New York, was born October 22, 1854, in Auburn, and has been in the coal business for thirty-five years.

THOMAS B. GRACE, Jamesville, New York, was born in Cuyler, New York, May 1, 1865, and has been in the retail coal business thirty-two years. His son, Clovis J. Grace, born in Jamesville, September 28, 1896, is now associated with him in business.

GEO. H. GREENMAN, Utica, New York, was born at Bridgewater, New York, May 4, 1865, and has been in the coal business for four years.

MAX GRIMM, Troy, New York, was born in Troy, New York, September 30, 1886, and has been in the coal business for thirty-one years.

CHARLES P. GRUMAN of Gruman Bros., Syracuse, New York, was born in Clinton, New York, June 9, 1868, and has been in the coal business for fifteen years. Mr. Gruman has served as President of the Syracuse Retail Coal Dealers' Association.

FRED M. HAAS, Machias, New York, was born in Collins Center, New York, March 25, 1871, and has been in the coal business for thirteen years.

WILLIAM I. HALLENBECK of the Haines Falls Coal & Lumber Co., Haines Falls, New York, was born in Athens, New York February 14, 1857, and has been in the coal business thirteen years.

LUCIUS H. HALLOCK of Geo. W. Hallock & Son, Orient, New York, was born in Jamesport, New York, April 16, 1853, and has been in the coal business for twenty-eight years, succeeding his father, George W. Hallock.

GEORGE HAMILTON HALSEY, Oriskany, New York, was born in Whitestown, New York, July 18,1875, and has been in the retail coal business for thirty-nine years, succeeding Theo. H. Halsey.

EDWARD P. HANGEN, Treasurer-Manager Dinkel & Jewell Co., Tarrytown, New York, was born in Tarrytown September 20, 1886, and has been in the coal business six years.

WILLIAM C. HARRIS of Dickson & Eddy, Utica, New York, was born at Rome, New York, May 15, 1856, and has been in the coal business for forty-three years. He was formerly with the Delaware, Lackawanna & Western Coal Co.

STANLEY S. HARRISON, Milford, New York, was born in Mt. Vision, New York, December 8, 1878, and has been in the coal business about twelve years.

ELWIN E. HART, Manager-Treasurer Hart Coal Corp., Fulton, New York, was born in Fulton, New York, in April, 1854, and has been in the coal business for twenty-one years. He was formerly with Hart & Webb.

JAMES A. HART, JR., Vice President and Treasurer of The Croton Docks Co., Croton-on-Hudson, New York, was born at Ossining, New York, in 1879, and has been in the coal business for thirteen years.

CHARLES HERSHBERGER of the Winfield Coal Co., Winfield, Long Island, New York, was born in Altoona, Pennsylvania, in 1878, and has been in the coal business for nineteen years.

ADAM HERSPERGER of the Chautauqua Lake Mills, Mayville, New York, was born at Bellevue, Pennsylvania, December 29, 1864, and has been in the coal business for thirteen years. He was appointed postmaster at Mayville in March, 1917.

LEWIS H. HEWITT, Cortland, New York, was born in Locke, New York, in 1870, and has been in the coal business about twenty-one years. Mr. Hewitt has other coal interests in Tully, New York.

CLIFFORD W. HIGLEY of Higley & Barber, Hudson Falls, New York, was born in Bennington, Vermont, October 9, 1869, and has been in the retail coal business for twenty-two years.

CLIFTON SEYMOUR HILL, Rochester, New York, was born in Rome, New York, October 19, 1849, and has been in the coal business for twenty-six years.

J. HENRY HOLDEN, Ossining, New York, was born in New York City April 1, 1859, and has been in the coal business for twenty-nine years. He was formerly with Nutler & Holden.

GEO. S. HOLMAN, Fairport, New York, was born in Hilton, New York, July 12, 1868, and has been in the coal business twenty-five years. He was formerly with Chas. Efner & Co.

GEO. W. HOLMES, Manager The Holmes Milling Co., Downsville, New York, was born in Downsville February 22, 1867, and has been in the coal business twenty-nine years.

NELSON HOPPER, retail coal merchant of Amityville, Long Island, New York, was born July 8, 1887, in Amityville and has been in the coal business for five years.

HENRY G. HORSTMAN of Horstman & Meyers, Schenectady, New York, was born in Brownsville, Minnesota, March 19, 1874, and has been in the coal business for four years. He is a member of the Schenectady and New York Coal Dealers' Associations.

EDMUND W. HOVEY, South New Berlin, New York, was born in Guilford, New York, June 2, 1879, and has been in the coal business seventeen years.

JOHN C. HOWARD, President The Hall Coal Co., Ogdensburg, New York, was born in Heuvelton, New York, September 16, 1860, and has been in the coal business for thirty-seven years. He is Vice President of the Geo. Hall Coal Co. of Canada, Ltd., Montreal. George Hall is President of the company.

JOHN HENRY HOWARD, retail coal merchant, Albion, New York, was born August 23, 1868, in Albion, and has been in the coal business twenty-five years. His father, William A. Howard, started the business in 1870, and built the present yard and shed in 1873.

BENJAMIN F. HOWELL, Riverhead, New York, was born in New York City September 5, 1837, and has been in the coal business for over half a century and is well known throughout the community and trade.

JOHN D. HOWELL, East Moriches, New York, was born in East Moriches, New York, October 19, 1874, and has been in the coal business for seven years.

RAY F. HOWLAND, Oneonta, New York, was born in East Worcester, New York, November 1, 1887, and has been in the coal business for five years as partner in the firm of Platt & Howland.

WILLIAM M. HURLBUT, retail coal merchant of Arkport, New York, was born December 18, 1854, and has been in the coal business for thirty-three years. The first car of coal he bought in 1885 was 9,000 pounds or 4½ tons. He recently unloaded three cars at over 100,000 pounds each.

DAN B. HUSON, retail coal merchant of Adams, New York, was born April 1, 1874, in Adams and has been in the coal business for two years. Mr. Huson has four modern silo coal pockets.

SAMUEL HUTCHINSON, Pittsford, New York, was born in England February 12, 1857, and has been in the retail coal business for twenty-three years.

ISAAC U. HYATT of Hyatt & Wood, Jamaica, New York, was born in Newtown, New York, January 23, 1856, and has been in the coal business for eleven years.

CLARENCE A. INGALSBE, Oakfield, New York, was born in Oakfield March 17, 1887, and has been in the retail coal business four years.

RALPH N. IRISH, Local Manager of the Connell Anthracite Coal Co., Syracuse, New York, was born at Buffalo, New York, January 25, 1888, and has been in the coal business for nine years.

HENRY L. JESSERER, Rochester, New York, was born in Rochester December 23, 1875, and has been in the coal business sixteen years.

JOHN E. JONES of John E. Jones & Son, Holland Patent, New York, was born in Floyd, New York, November 24, 1842, and has been in the coal business for twenty-seven years, associated with his son who was born in Floyd, New York, in 1872.

SHELDEN F. JONES, Little Falls, New York, was born in Little Falls August 25, 1849, and has been in the coal business twenty-two years.

WARD A. JONES, Canajoharie, New York, was born in Canajoharie December 23, 1886, and has been in the coal business five years, succeeding his father, F. Jones.

ARTHUR V. KEITH of W. V. Keith & Son, Clinton, New York, was born in Clinton December 21, 1885, and has been engaged in the retail coal business for some time, associated with Wayne V. Keith.

WAYNE V. KEITH, Sales Agent for W. V. Keith & Son, Clinton, New York, was born in Madison County, New York, January 15, 1856, and has been in the coal business for ten years, succeeding C. H. Smyth.

ROBERT B. KELLEY of R. B. Kelley & Son, Poughkeepsie, New York, was born in Marlborough, New York, September 9, 1848, and has been in the coal business for thirteen years.

DARWIN D. KENT, Manager of Kent & Smith, Watkins, New York, was born in Watkins May 18, 1883, and has been in the coal business six years.

ALFRED R. KETCHUM of Ketchum & Maloy, Clyde, New York, was born in Clyde November 11, 1881, and has been in the coal business eight years.

OTIS W. KINLEY, retail coal merchant of Breesport, New York, was born August 3, 1889, in Breesport, and has been in the coal business five years.

WILLIAM H. KINNE of Kinne Bros., Ovid, New York, was born in Ovid in 1847, and has been in the retail coal business thirty-six years.

FRANK KINNIE, Liberty, New York, was born in Maplewood, New York, September 3, 1867, and has been in the coal business for two years.

JOHN R. KIRBY, partner in the firm of Kirby & Root, Cooperstown, New York, was born in Bainbridge, New York, in 1872, and has been in the coal business for eight years.

ELMER KNAPP of Thompson & Knapp, Pierrepont Manor, New York, was born in New York and has been in the coal business for three years.

FRED KREISEL of Kreisel Bros., Amsterdam, New York, was born October 9, 1867, in Germany, and has been in the coal business for over twenty years.

GEORGE KREISEL of Kreisel Bros., Amsterdam, New York, was born August 18, 1866, in Germany, and has been in the coal business for twenty years.

JOHN KREISEL, senior partner of Kreisel Bros., Amsterdam, New York, was born July 16, 1865, in Germany, and has been in the coal business for twenty years.

HENRY A. KREISS of Henry Kreiss & Son, Troy, New York, was born in Troy, New York, April 18, 1866, and has been in the coal business for thirty-seven years, succeeding his father, who established the business in 1867.

JAMES J. LAFFERTY, President Clark-Davis Coal Co., Utica, New York, was born at Utica November 23, 1877, and has been in the coal business thirteen years. He was formerly connected with Coakley & Co., Utica, New York.

ORRIN C. LAKE, Manager Ewart & Lake, Groveland, New York, was born in Mt. Morris, New York, February 15, 1864, and has been in the coal business for twenty-six years. He also has coal interests at Tuscarora, Greigsville, Wyoming and Pavilion.

ROLAND M. LAMB, Treasurer Freeport Ice & Fuel Co., Freeport, New York, has been in the coal business for five years, associated with Cadman H. Frederich.

LOUIS C. LANGIE, President-Treasurer L. C. Langie Coal Co., Rochester, New York, was born in Rochester October 25, 1853, and has been in the coal business forty-six years. He was formerly with H. H. Babcock.

JAMES A. LATOUR, Saranac Lake, New York, was born in Harriettstown, New York, November 6, 1872, and has been in the coal business for twenty-one years.

GORDON LAW, Middleville, New York, was born in Philadelphia, Pennsylvania, January 20, 1871, and has been in the coal business for nineteen years.

CHARLES P. LAWSON, proprietor C. P. Lawson & Sons, Brocton, New York, was born March 17, 1857, in Brocton, and has been in the coal business twenty-two years.

LAVERN W. LAZELL, Stockton, New York, was born in Stockton April 24, 1858, and has been in the coal business eleven years. Mr Lazell is also in the banking business.

JAMES E. LELAND, President-Treasurer Leland Coal Co., Hamilton, New York, was born at Morrisville, New York, October 3, 1883, and has been in the coal business for thirteen years.

EMRECK C. LEWIS, Saugerties, New York, was born in Woodstock, New York, July 11, 1853, and has been in the coal business under the firm name of Finger & Lewis for many years.

HARVEY K. LINES, Flushing, New York, was born in Philadelphia, Pennsylvania, April 19, 1873, and has been in the retail coal business for fourteen years, succeeding D. S. Jones in May, 1910.

CHARLES M. LINK, East Greenbush, New York, was born in East Greenbush May 8, 1875, and has been in the coal business eight years.

ARTHUR M. LOOMIS, Fairport, New York, was born in Coventry, Connecticut, October 8, 1851, and has been in the retail coal business thirty years

JOHN D. LOWN, Rhinebeck, New York, was born in Rhinebeck in 1865 and has been in the coal business for fifteen years.

JOHN F. MAHLSTEDT, Vice President The J. A. Mahlstedt Lumber & Coal Co., New Rochelle, New York, was born in New Rochelle February 4, 1888, and has been in the coal business twelve years. He is also President of the Gramatan Coal & Supply Co., Bronxville, New York. He enlisted in the United States Navy, and is now Chief Petty Officer.

C. W. MAIER, Secretary-Treasurer Fred Maier & Sons, Inc., Seneca Falls, New York, has been in the coal business there for thirty-four years, associated with Fred Maier, Sr., deceased, the founder of the business, and his successor, Fred Maier & Sons.

FRED MAIER, President Fred Maier & Sons, Inc., Seneca Falls, New York, has been in the coal business there for fifty-one years with the founder of the business, Fred Maier, Sr., deceased, and his successor, Fred Maier & Sons.

DANIEL P. MALOY of Ketchum & Maloy, Clyde, New York, was born in Barrie, New York, November 12, 1876, and has been in the coal business eight years, associated with Alfred R. Ketchum.

HIRAM T. MANNING of The Manning Co., Unionville, New York, was born in Gardnerville, New York, February 14, 1869, and has been in the coal business for twenty years. He is also interested in the branch at Sussex, New York, and in the Manning & Clark Co. of Unionville. He was formerly connected with Simpson & Manning.

JUDSON A. MANNING, Manager C. A. Petrie & Co., Elmira, New York, was born November 17, 1864, in Horseheads, New York, and has been in the coal business thirteen years.

JAMES MANNIX, Saranac Lake, New York, was born in Peru, New York, and has been in the retail coal business for ten years.

CHARLES GLEN MARTIN, Perry, New York, was born in Perry June 12, 1870, and has been in the coal business twenty-three years.

THOMAS H. MARVIN, Fulton, New York, was born in Warners, New York, August 26, 1860, and has been in the coal business for twenty-two years. He was formerly with Webb & Marvin.

ALBERT E. MAY of H. H. Babcock & Co., Rochester, New York, was born in Albany, New York, October 5, 1860, and has been in the coal business for thirty-nine years. He has represented the Delaware, Lackawanna & Western Coal Co. as local agent.

EDWARD S. McCARTHY, Victor, New York, was born in Victor June 4, 1865, and has been in the coal business fourteen years. He was formerly with Loomis & Woodworth.

HUGH C. McDOUGALL, Pattersonville, New York, was born in Pattersonville April 22, 1876, and has been in the retail coal business eleven years.

GEORGE WALTER McEATHRON, Sales Agent of the Syracuse and Oswego agencies of the Delaware, Lackawanna & Western Coal Co., Syracuse, New York, was born in Brockville, Ontario, Canada, November 13, 1858, and has been in the coal business twenty-seven years. He was formerly with Holden & Sons.

CHARLES ANDREW McGHEE, Cambridge, New York, was born in Fort Ann, New York, February 23, 1859, and has been in the coal business for nine years.

EDWARD T. McGILL, Kingston, New York, was born in Kingston and has been in the coal business eleven years.

WILLIAM GEORGE McINTOSH, junior partner in the firm of Temple & McIntosh, 246 Dodge Avenue, Corning, New York, was born at Dunbarton, Canada, August 30, 1867, and has been in the coal business for eighteen years. He was formerly with A. D. Coye of Corning.

JOHN B. McMURRICH, Oswego, New York, was born in Canada in 1851 and has been in the coal business for forty-five years.

GEO. P. MEAD of Mead & Mead, Oxford, New York, was born in Oxford September 5, 1856, and has been in the retail coal business twenty-four years. He was formerly with F. G. Clarke & Co. and Clarke & Mead.

S. H. MEAD of Mead & Mead, Oxford, New York, was born in Oxford June 20, 1865, and has been in the coal business sixteen years.

HUBBARD E. METCALF, Corning, New York, was born in New York, December 13, 1848, and has been in the coal business nine years.

CHAS. J. MILLER, Newfane, New York, has been in the coal business for about thirteen years, connected with the Newfane Coal & Cooperage Co., Walke & Co. and Corwin & Co.

HENRY F. MILLER of H. F. Miller & Co., Utica, New York, was born in Oneida County, New York, in 1845, and has been in the coal business for thirty-one years.

EDWARD JUDSON MILLSPAUGH, Utica, New York, President The Millspaugh & Green Co., was born in New York City June 20, 1861, and has been in the coal business thirty-one years. He is also interested in the Mohawk Valley Coal Co. of Utica, New York, and the Genesee Valley Coal Co., Inc., of Rochester, New York.

HARTMAN PERCY MONTANYE, who conducts the business under the firm name of G. N. Montanye & Son, Saratoga Springs, New York, was born in Sloansville, New York, and has been in the coal business sixteen years. He was formerly with Durkee & Montanye and his father, G. N. Montanye.

W. BOYD MOORE of W. B. Moore & Co., Spencerport, New York, was born December 1, 1887, and is continuing the retail coal business in which he was associated with his father, W. B. Moore, for about twelve years.

RAYMOND G. MOREY, Manager S. C. Gooding Co., Groton, New York, was born at Ellsworth, Connecticut, June 3, 1884, and has been in the coal business for four years.

ANDREW D. MORGAN, Ilion, New York, was born in Ilion December 6, 1859, and has been in the retail coal business twenty-seven years. He was formerly with A. A. Morgan.

JOHN H. MURRAY, Waverly, New York, was born in South Waverly, Pennsylvania, September 5, 1867, and has been in the coal business twenty-seven years. He is also interested in the wholesale coal business, handling Shawmut bituminous coal.

GEORGE W. MURTAUGH, Ilion, New York, was born at Lockport, New York, January 29, 1880, and has been in the retail coal business for fourteen years. He was formerly with Wm. Murtaugh, Frankfort, New York.

H. F. MURTAUGH, Frankfort, New York, son of William Murtaugh, was born in Lockport, New York, September 27, 1888, and has been associated with his father in the retail coal business for the past eight years.

WILLIAM MURTAUGH, Frankfort, New York, was born in Frankfort November 11, 1846, and has been in the coal business twenty-six years.

ELMER J. NASH, Depew, New York, was born in South Bristol, Ontario, New York, in 1864, and has been in the retail coal business for twenty-one years.

ABRAM NELLIS, Fort Plain, New York, was born at Nelliston, New York, July 23, 1860, and has been in the coal business for twenty-six years.

THOMAS NEVINS, Schuylerville, New York, was born in Schuylerville in 1860, and has been in the coal business twenty-one years.

HARVEY H. NOBLE, Gouverneur, New York, was born in Verona, New York, August 14, 1847, and has been in the retail coal business for thirty-three years.

EDW. H. NUTTING, Watervliet, New York, was born in Watervliet June 15, 1872, and has been in the coal business four years. He was formerly with T. Richardson and Chas. A. Richardson.

WILLIAM I. ODELL, proprietor of William I. Odell & Co., Ardsley, New York, was born December 14, 1861, in New York City, and has been in the coal business for over twenty years.

JOHN P. O'HARA, Moravia, New York, was born at Scipio, New York, February 3, 1861, and has been in the coal business for twenty-three years.

THOMAS J. O'HARA, Kingston, New York, was born in Kingston December 22, 1864, and has been in the coal business seventeen years.

I. A. OLMSTEAD, Elmira, New York, was born in Schuyler County, New York, in 1850, and has been in the coal business for sixteen years.

JAMES O'NEIL, Troy, New York, was born in Troy in 1844, and has been in the coal business for over half a century.

MELVIN OSBORN of Osborn & Son, Monticello, New York, was born in Centerville, New York, February 9, 1856, and has been in the coal business for twenty-two years.

RICHARD B. OVERBAUGH of the Saugerties Coal & Lumber Co., Saugerties, New York, was born in Saugerties in 1862, and has been in the coal business twenty-six years.

STANLEY S. PALMER, Seneca Falls, New York, was born in Seneca Falls November 10, 1851, and has been in the coal business thirty-three years. He was with C. S. Hood two years.

GEORGE H. PARKER, Bath, New York, formerly Agent for the Delaware, Lackawanna & Western Coal Co., was born June 22, 1854, in Ithaca, New York, and has been in the coal business thirty-four years.

GEORGE B. PATERSON, Burdett, New York, was born in Hector, Schuyler County, New York, August 18, 1853, and has been in the coal business for thirty-one years.

A. EUGENE PAYNE of Payne & Rogers, Sodus, New York was born in Cook County, Illinois, December 4, 1856, and has been in the coal business twenty-five years. He was formerly with Tinklepaugh & Payne.

EUGENE W. PECK, Gloversville, New York, was born in Johnstown, New York, March 6, 1859, and has been in the coal business thirty years. Mr. Peck was formerly with the Coal Co. of Fulton County and is a member of the New York State Coal Merchants' Association.

C. A. PETRIE, President C. A. Petrie & Co., Elmira, New York, was born in Herkimer, New York, July 23, 1865, and has been in the coal business for twenty-one years. He was formerly with Sims, Petrie & Co.

ALBERT S. PETTIT, President A. S. Pettit & Sons, Inc., Huntington, New York, was born in Hempstead, Long Island, in 1853, and has been in the retail coal business for thirty-six years.

JAMES ELLSWORTH PETTIT, Wilson, New York, was born in Wilson November 28, 1868, and has been in the coal business twenty-one years. He was formerly with Gifford & Pettit and S. H. Pettit & Son.

STANLEY E. PETTIT, Vice President A. S. Pettit & Sons, Inc., Huntington, New York, was born in Westbury, New York, December 29, 1883, and has been in the coal business for fifteen years.

WALTER ROGERS PETTIT of A. S. Pettit & Sons, Inc., Huntington Station, Long Island, was born in Huntington, New York, June 21, 1886, and has been in the coal business for eleven years. The business was established in 1885.

PERRY J. PHALEN, Owner of the Phalen Coal Co., Syracuse, New York, was born at Syracuse March 8, 1864, and has been in the coal business eleven years.

ARTHUR J. PIERCE, Little York, New York, was born at Cortland, New York, June 19, 1885, and has been in the coal business for ten years.

NEWTON A. PLATT, Oneonta, New York, was born in Maryland, New York, January 1, 1877, and has been in the coal business for five years, associated with R. F. Howland under the firm name of Platt & Howland.

HENRY POPPINK, Rochester, New York, was born in Rochester August 4, 1879, and has been in the coal business eleven years. He was formerly connected with Poppink Bros.

EDWARD E. POWELL, President Powell Coal Co., Binghamton, New York, was born September 10, 1870, at Wales, England.

WILL PRESTON, Earlville, New York, was born in Oaksville, Otsego County, New York, and has been in the retail coal business for eight years.

HENRY B. PRUSER, Mt. Vernon, New York, was born in New York City September 5, 1857, and has been in the coal business thirty-two years.

WILLIAM C. PRYTHERCH of the Acme Coal Co., Utica, New York, was born in Wales August 6, 1869, and has been in the coal business for twenty years.

CHARLES PURDY, Oxford, New York, was born in M Donough, New York, February 2, 1860, and has been in coal business for eleven years.

CLAYTON S. PUTNAM, Secretary-General Manager Dunkirk Lumber & Coal Co., Dunkirk, New York, was born in Cassadaga, New York, April 5, 1864, and has been in the coal business eight years.

FREDERICK WILLIAM PUTNAM, Waterville, New York, was born in Waterville in 1861, and has been in the coal business twenty-eight years, suceeding his father, George Putnam, who established the business in 1867, and died in 1891.

FRANK PYE, President New York State Coal Co., Rochester, New York, was born in Ontario, New York, in 1862, and has been in the coal business for three years.

HARRIS F. QUA, President-Treasurer Harris F. Qua Co., Saratoga Springs, New York, was born in Austin, Minnesota, October 29, 1879, and has been in the coal business for sixteen years.

JACOB QUINCER, Redwood, New York, was born in Jefferson County, New York, in 1856, and has been in the coal business twenty-one years.

GEO. L. A. QUIRIN, Olean, New York, was born at North Cambridge, Massachusetts, in 1857, and has been in the coal business for sixteen years.

JOHN REMSEN, East Pembroke, New York, was born in Pembroke, New York, May 28, 1875, and has been in the coal business for seven years.

EDWARD IRVING RICE, President Edward I. Rice, Inc., Syracuse, New York, was born at Syracuse and has been in the coal business twenty-five years.

LEWIS BENEDICT RICHARDS, Mt. Kisco, New York, was born in Mt. Kisco February 11, 1843, and has been in the coal business twenty-six years.

R. RAYMOND RIKERT, General Manager-Treasurer of the Rhinebeck Coal Co., Rhinebeck, New York, was born in Rhinebeck November 14, 1871, and has been in the coal business for sixteen years.

CHAS. F. ROBERSON of Boyce & Roberson, Saranac Lake, New York, was born in Greenwich, New York, September 26, 1879, and has been in the coal business for nine years.

COURTLAND T. ROBINSON, Mechanicsville, New York, was born at Argyle, New York, July 12, 1875, and has been in the coal business for twenty-one years.

FRANK E. ROBINSON, Nunda, New York, was born at Nunda, New York, February 25, 1866, and has been in the coal business for about twelve years.

ORVILLE CLARK ROBINSON, General Manager D. C. Robinson & Co., Fort Edward, New York, was born in Argyle, New York, October 16, 1878, and has been in the coal business for eleven years, succeeding his father, D. C. Robinson.

DAVID G. ROGERS of Payne & Rogers, Sodus, New York, was born in Sodus March 25, 1868, and has been in the retail coal business about twenty-four years.

W. SCOTT ROOT, partner in the firm of Kirby & Root, Cooperstown, New York, was born in Gilbertsville, New York, in 1862, and has been in the retail coal business for about eight years.

WILLIAM J. ROWE, retail coal merchant of Brockport, New York, was born October 24, 1877, in Brockport, and has been in the coal business for fourteen years.

IRVING G. ROWLEY, Medina, New York, was born in Lyndenville, New York, July 5, 1882, and has been in the coal business for nine years. He was formerly with W. F. Barry.

AUGUSTUS M. RYON, Flushing, New York, was born in New York City in 1862, and has been in the coal business twenty-one years.

JOSEPH HENRY SANDERSON, President Lake Keuka Fruit Sales Co., Inc., Penn Yan, New York, was born in Bluff Point, Yates County, New York, August 29, 1883, and has been in the coal business for about five years.

LeROY A. SANDLE, Secretary Charlotte Coal & Supply Co., Rochester, New York, was born in Penfield, New York, April 28, 1893, and has been in the coal business for six years.

JACOB W. SCHAUB of Chas. Faass & Co., Utica, New York, was born in Utica November 25, 1875, and has been in the coal business twenty-three years. He is a member of the various coal associations of the state.

BENJAMIN SCHERMER, Herkimer, New York, was born at Herkimer December 18, 1872, and has been in the coal business for twenty-one years.

EDW. SCHMIDT, President The Birdsall Coal Co., Mineola, New York, was born in New Jersey January 7, 1872, and has been in the coal business for eleven years. Mr. Schmidt has held positions of honor in the coal associations of the state.

GEORGE SEAMAN of Collingwood & Seaman, Poughkeepsie, New York, was born in Poughkeepsie October 15, 1854, and has been in the coal business forty-six years. He was formerly with Collingwood, Millard & Co.

H. G. SEELY, Walden, New York, was born at Walden and has been in the coal business seven years. He was formerly with Seely & Thorne.

CHARLES A. SESSIONS of C. A. Sessions & Son, Palmyra, New York, was born in Marathon, New York, in 1856, and has been in the coal business for thirty-two years.

CHARLES F. SHELDON, Greenwich, New York, was born in Rupert, Vermont, August 18, 1881, and has been in the retail coal business for eleven years.

LEE V. SHEPARD, Treasurer-Manager Elmira Coal Co., Elmira, New York, was born in Belvidere, Illinois, December 25, 1858, and has been in the coal business for twenty-one years. He was formerly with W. H. Blight and C. W. Moore Co., and has held the position of Secretary of the New York State Coal Merchants' Association.

JOSHUA SHILVOCK, retail coal merchant of Attica, New York, was born August 1, 1881, at New Castle, England, and has been in the coal business for four years.

HARDING SHOWERS of the Tannersville Coal Co., Tannersville, New York, was born in Tannersville January 23, 1879, and has been in the coal business nine years. He was formerly with the Tannersville Lumber & Coal Co. He is representing Greene County in the New York State Assembly.

LeROY M. SHUTS, Syracuse, New York, was born at Bridgeport, New York, March 7, 1848, and has been in the coal business for twenty-three years.

EDWIN V. SIDELL of Sidell's Black Diamond Fuel Co., Poughkeepsie, New York, was born in Brooklyn, New York, May 14, 1858, and has been in the coal business all his life, being one of a second generation of coalmen. He was formerly with Sidell & Finn of Brooklyn and has held positions of honor in the coal associations of the state.

GEORGE J. SKINNER, Camden, New York, was born in Vienna, New York, February 16, 1869, and has been in the coal business for seven years.

FRANK B. SMITH, Spencer, New York, was born in Fleetville, Pennsylvania, April 7, 1864, and has been in the coal business for a quarter of a century.

FRANK R. SMITH of Far Rockaway, New York, was born in Brooklyn, New York, July 20, 1873, and has been in the coal business twenty-nine years, operating yards at Far Rockaway and Jamaica, New York.

L. P. SMITH of the L. P. Smith Co., Fulton, New York, was born in Florence, New York, and has been in the coal business fifteen years. He was formerly located at Camden, New York.

RAYMOND E. SMITH, Catskill, New York, was born at Catskill October 10, 1880, and has been in the coal business for fifteen years. He was formerly with Smith & Smith.

JAMES H. SPOTTEN, Troy, New York, was born in Lansingburgh, New York, November 15, 1841, and has been in the coal business for thirty-four years.

WALTER J. STAFFORD of Stafford & Burdick, Homer, New York, was born in Blodgetts Mills, New York, September 16, 1872, and has been in the coal business about nineteen years.

GEO. H. STANNARIUS, Wayland, New York, was born in Wayland April 29, 1875, and has been in the coal business five years.

MILO L. STAPLEY of Colson & Stapley, Geneseo, New York, was born at Geneseo in 1863, and has been in the coal business for about twelve years.

DANIEL GARDNER STARK, Waverly, New York, was born in Montrose, Pennsylvania, May 5, 1873, and has been in the coal business for nine years.

JOHN B. STEELE, Manager-Treasurer F. M. Graves Co., Marcellus, New York, was born in Camillus August 10, 1874, and has been in the coal business eight years.

HENRY G. STILES, Tottenville, New York, was born in Jericho Center, Vermont, December 11, 1862, and has been in the coal business for twenty-four years. He was formerly with S. L. Hopping & Sons.

CLARENCE A. STONE, Elbridge, New York, was born in Camillus, New York, December 24, 1863, and has been in the coal business for four years.

ELTON GARRETT STORM, retail coal merchant of Beacon, New York, was born March 3, 1887, and has been in the coal business for ten years. This business was established by Garrett Storm and conducted by him for forty-three years until his death, December 5, 1914.

BERNARD SUYDAM, President-Treasurer Elmhurst Coal Co., Elmhurst, New York, was born in Queens, New York, August 10, 1865, and is engaged in the retail coal business.

ADELBERT SWARTHOUT, Dresden, New York, was born in Town Torrey July 5, 1852, and has been in the retail coal business for fifteen years.

WILLARD H. TAPPAN, retail coal merchant of Baldwinsville, New York, was born August 1, 1856, in Baldwinsville and has been in the coal business for fifteen years.

BENJAMIN UNDERHILL TAYLOR, President of the B. U. Taylor Co., Olean, New York, was born in Linneus, Maine, in 1854, and has been in the coal business for sixteen years. He has held positions of honor in the coal associations of the state.

LOUIS N. TEMPLE, senior partner in the firm of Temple & McIntosh, Corning, New York, was born in Tioga County, Pennsylvania, September 4, 1867, and has been in the coal business for fifteen years, succeeding A. D. Coye.

WILLIAM BERNARD TENCH, President Monroe Coal Co., Monroe, New York, was born in Pittston, Pennsylvania, in 1876, and has been in the coal business for nine years.

JAMES A. THOMPSON of the E. H. Clark Coal Co., Rochester, New York, was born in Rochester April 27, 1874, and has been in the coal business twenty-nine years. He was formerly with the Lehigh Valley Coal Sales Co.

WM. W. THOMPSON of Thompson & Knapp, Pierrepont, New York, was born in New York in 1870, and has been in the retail coal business for three years.

JOHN JOSEPH TOWN, Sales Agent for the Delaware, Lackawanna & Western Coal Co., 64 Martin Building, Utica, New York, was born in Syracuse, New York, March 22, 1849, and has been in the coal business thirty-four years.

CLIFFORD E. TOWNSEND, Owner of the South Side Coal Co., Ithaca, New York, was born in Genoa, New York, March 18, 1870, and has been in the coal business for eleven years. He was formerly with C. D. & C. E. Townsend, Myers, New York.

CHAS. A. TRAISTER, Liverpool, New York, was born at Liverpool May 19, 1876, and has been in the coal business twelve years.

JOHN TRAUTWEIN of John Trautwein & Son, Watervliet, New York, was born in Germany June 30, 1841, and has been in the coal business twenty-six years.

D. H. TRAVIS, President The J. H. Strait Manufacturing Co., Canisteo, New York, was born in Jasper, New York, and has been in the coal business for thirteen years.

HENRY W. TRUE of Cattaraugus, New York, was born in Maine August 31, 1856, and is engaged in the retail coal business.

M. C. TURNER, Fair Haven, New York, is engaged in the retail coal business and is a man of twenty-six years' coal business experience.

BURRITT T. TUTHILL, Camden, New York, was born in Camden July 24, 1877, and has been in the coal business for six years.

FRED B. TUTTLE, Poolville, New York, was born in Poolville June 8, 1867, and has been in the retail coal business twenty years.

EDW. A. UNDERHILL, Poughkeepsie, New York, was born in New Hackensack August 7, 1865, and has been in the coal business for over thirty-four years.

WM. H. UPSON, Lockport, New York, was born at Canisteo, New York, July 23, 1850, and has been in the coal business for forty-one years. He was formerly connected with Upson & Fenton. Mr. Upson has held positions of honor in the coal associations of the state.

BENJAMIN FRANKLIN VAIL of Vail & Morford, Warwick, New York, was born in Chester, New York, October 23, 1843, and has been in the coal business twenty-eight years. January 1, 1917, Mr. Vail took H. C. K. Morford into the firm.

JOHN H. VAN ATTA, Manager J. M. Davidge Coal Co. of Binghamton, New York, was born February 25, 1863, at Point Mills, New Jersey, and has been in the coal business for twenty-six years. This business was established by Abel Bennett about sixty years ago.

CORNELIUS VAN BUREN, retail coal merchant of Amsterdam, New York, was born July 25, 1840, at Glen, and has been in the coal business since 1865.

EDGAR T. VAN BUREN, Hobart, New York, was born in Otsego County June 28, 1866, and has been in the coal business for sixteen years, operating yards at Hobart and South Kortright, New York.

J. EUGENE VAN DEUSEN, Gowanda, New York, was born in Lamont, New York, September 21, 1851, and has been in the coal business for forty-one years. He has held positions of honor in the coal associations of the state.

JOHN A. VAN INGEN, President The Van Ingen Coal Co., Rochester, New York, was born in Rochester October 21, 1852, and has been in the coal business over half a century. He was with Millspaugh & Green ten years and in business for himself the remainder of the time.

MAURICE V. VAN SANTROORD, Cohoes, New York, was born in Albany, New York, January 20, 1857, and has been in the coal business for sixteen years.

GEORGE EDWARD B. VAN WIGNER, Hyde Park-on-Hudson, New York, was born in Pleasant Valley, New York, March 7, 1869, and has been in the coal business for twelve years.

D. B. VAN ZANDT, Manager of Newman Bros., Rochester, New York, was born in Spencerport, New York, December 15, 1880, and has been in the coal business eleven years.

EUGENE W. VEEDER, Schenectady, New York, was born in Schenectady June 11, 1887, and has been in the coal business for four years, succeeding his father, founder of the business, in 1914.

WM. S. VEEDER, President-Treasurer The Crane-Veeder Co., Schenectady, New York, was born in Schenectady May 27, 1864, and has been in the coal business fifteen years.

CHAS. H. VERMILYA, Fleishmanns, New York, was born in Fleishmanns March 17, 1851, and has been in the coal business twenty-six years. He was formerly with the Delaware & Hudson Co.

JAMES G. WALRADT, Castleton-on-Hudson, New York, was born at Castleton-on-Hudson October 21, 1884, and has been in the coal business ten years.

HARRY R. WARREN, Port Byron, New York, was born in Port Byron June 7, 1877, and has been in the retail coal business twenty-one years. He was formerly with Richard Warren & Son.

PLATT V. WASHBURN of Coxsackie, New York, was born at Bacon Hill January 3, 1853, and has been in the coal business for six years.

SAMUEL M. WATTS of Watts & Tammany, Kingston, New York, was born in Moscow, Pennsylvania, October 29, 1877, and has been in the coal business for fifteen years. He was formerly with the North River Coal Co.

ALONZO HEPBURN WELCH, Dansville, New York, was born in Georgetown, District of Columbia, now Washington, November 4, 1868, and has been in the coal business thirteen years, operating one of the oldest coal yards in the vicinity, having succeeded his uncle, Alonzo Tunstall Wood. Mr. Welch has also held the position of Vice President of the Retail Coal Dealers of Livingston County, New York, and has been Secretary of the Dansville Board of Trade since June, 1916.

HENRY A. WELCH, President Welch Coal Co., Niagara Falls, New York, was born in Niagara Falls and has been in the coal business for nineteen years.

GEO. S. WELLER, Newburgh, New York, was born in Newburgh July 30, 1871, and has been in the coal business twenty-eight years. He was formerly partner in D. S. Waring & Co., and has held positions of honor in the coal associations.

CHARLES WENDEROTH of the Winfield Coal Co., Winfield, Long Island, New York, was born at Wilmore, Pennsylvania, in 1870, and has been in the coal business for about nineteen years.

F. J. WESSEL, JR., Schenectady, New York, was born in Schenectady, and has been in the coal business twenty-one years.

GEO. H. WESTON, Port Henry, New York, was born in Port Henry February 26, 1887, and has been in the retail coal business seven years.

HEBER E. WHEELER of Wheeler Bros., Holcomb, New York, was born in North Bergen, New York, and has been in the coal business thirty-three years, operating a modern coal elevator.

ROBERT H. WHEELER of Wheeler Bros., Holcomb, New York, was born in North Bergen, New York, and has been in the coal business for about thirty-three years, associated with his brother, Heber E. Wheeler.

ROY L. WHEELER of R. L. Wheeler & Co., Middleport, New York, was born in Johnson Creek, New York, June 8, 1882, and has been in the coal business for twenty years.

GEO. B. WILKINS of Geo. W. Wilkins & Son, Kinderhook, New York, was born in Kinderhook April 7, 1875, and has been in the coal business for about twenty-eight years, succeeding his father, Geo. W. Wilkins, in 1913.

W. WILTON WOOD, Huntington, New York, was born in Huntington, and has been in the coal business twenty-nine years, the business having been established in 1840.

WILFRED WOODHEAD, Partner and Active Manager of the firm of Robinson & Woodhead, Canton, New York, was born in Birtsall, England, December 17, 1870, and has been in the coal business seven years. Mr. Woodhead is well known in his part of the state. He is now serving his third term as Mayor, and prior to his present service he was Village Trustee four years.

CHARLES O. WORDEN, Manager Roberson-Fowler Coal Co., Binghamton, New York, was born January 12, 1879, in Yatesville, Pennsylvania, and has been in the coal business three years. He is also interested in the Archbald Coal Co.

TOM S. WOTKYNS, Troy, New York, was born in Troy, New York, April 29, 1882, and has been in the coal business for forty-six years.

NORTH DAKOTA

NORTH DAKOTA shares with Illinois and Montana the honor of having the largest coal-bearing areas of any states in the Union. Lignite beds, ranging in thickness from four to seven feet, underlie almost the entire western half of the state and are estimated to cover an area of 35,000 square miles. According to reports of the North Dakota State Geological Survey at least one bed of seven feet or more in thickness is found in parts of 97 townships and 100 other townships contain beds of from four to seven feet in thickness. While the heavy moisture content has limited the commercial development of the deposits in competition with bituminous and sub-bituminous coals produced in territories east and west of North Dakota, the use locally has received considerable impetus through the transportation difficulties limiting production throughout the United States as a whole during 1916-1917.

The Fort Union, constituting the hard rocks underlying most of the western half of the state, is the most important lignite bearing formation of North Dakota. Beds here vary in thickness from a few inches to 30 feet. Below the Fort Union is the Lance formation, "which contains beds of lignite that, in general, are too thin to be considered, but in places may be classed as workable." This formation is not known in the northern part of the state, but covers a large area extending southward from Bismarck to the South Dakota state line and a small area in the southwestern corner of the state. The Turtle Mountains in Bottineau and Rolette counties also contain a small area of coal-bearing rocks. While the United States Geological Survey believes that considerable areas of sub-bituminous coal of usable quality and workable thickness underlie portions of the lignite areas of the state, no attempt has been made to develop the sub-bituminous beds.

Lignite has probably been used locally since the time North Dakota was a territory, but government production statistics do not appear before 1884, when an output of 35,000 tons was reported. Output followed a fluctuating upward tendency until 1899, when the production reached 98,809 tons. Figures since that date are as follows:

Year.	Ton.	Year.	Ton.
1900	129,883	1909	422,047
1901	166,601	1910	399,041
1902	226,511	1911	502,628
1903	278,645	1912	499,480
1904	271,928	1913	495,320
1905	317,542	1914	506,685
1906	305,689	1915	528,078
1907	347,760	1916	634,912
1908	320,742		

Under normal conditions over 98.4 per cent. of the North Dakota production is consumed within the state. In 1915 out of a total production of 528,078 tons 17,499 tons were consumed at the mines, 151,957 tons were sold locally and 350,513 tons shipped to various North Dakota points. Interstate shipments, confined to South Dakota, approximated 5,000 tons. The railroads took 3,109 tons for station use. While the high moisture content and rapid disintegration characteristics of the lignite of North Dakota have militated against it, it has been successfully used in brick-burning and the manufacture of producer gas. Government tests of the possibilities of briquetting have been favorable.

From the point of view of per capita consumption North Dakota is below the average for the country. In 1915 the state per capita was 1.83 tons of bituminous coal and .50 ton of anthracite, or a total of 2.33 tons, against the average of 2.82 tons. The more widely scattered population, as compared with eastern states, drags down the square mile consumption to 24 tons, or 99 tons under the average for the country as a whole. During the year mentioned the total bituminous consumption was 1,340,884 tons; Pennsylvania anthracite receipts approximated 360,000 tons. Shipments of eastern dock coal, totaling 553,000 tons, outranked the tonnage of North Dakota used within the state, which was, as before stated, 519,969 tons. All-rail shipments received from other states were as follows: Illinois, 106,674 tons; Indiana, 3,255; Kentucky, 418; Montana, 44,814; Pennsylvania, 380; Virginia, 15,391; West Virginia, 425, and Wyoming, 96,558 tons.

NORTH DAKOTA

W. A. BOLTON, proprietor Langdon Ice & Fuel Yard at Langdon, North Dakota, was born in England and has been in the coal business for six years.

WALTER R. BOND of the Bond Lumber Co., Minot, North Dakota, was born February 14, 1871, in Mayville, New York, and has been in the coal business fifteen years.

E. D. BOOKER, retail coal merchant of Pembina, North Dakota, was born March 17, 1869, at Farnam, Virginia, and has been in the coal business for nineteen years.

DANIEL W. BOWKER, Manager Wallace-Bowker Coal Co., Minot, North Dakota, was born February 27, 1872, in Crystal Lake, Iowa, and has been in the coal business six years. He has served as President of the Minot Coal Dealers' Association.

OSCAR FRANKLIN BROOKS, partner in the Pioneer Fuel Co., Minot, North Dakota, was born July 3, 1890, at Logan, Illinois, and has been in the coal business for two years. He was formerly with the O'Gara Coal Co., Purity Coal Co., and Dakota Coal Co.

F. E. BROWN, lessee of the Lidstorm coal mine at Glen Ullin, North Dakota, was born in 1881 at Plattsburg, Wisconsin, and has been in the coal business for eight years.

W. D. CAMPBELL, retail coal merchant of Edgeley, North Dakota, was born March 21, 1857, at Listowell, Ontario, and has been in the coal business for ten years.

JAMES A. CHESLEY, President Chesley Lumber & Coal Co., Fargo, North Dakota, was born in Fargo sixty-six years ago, and has been in the coal business thirty-nine years.

JOHN W. DEEMY, President National Briquetting Co., Kenmare, North Dakota, was born August 30, 1879, in Mechanicsburg, Pennsylvania, and has been in the coal business twenty-one years. He was formerly with the Maplewood Coal Co. and Sholl Bros. of Peoria, Illinois. This company owns a lignite mine and expects later to manufacture briquets. Mr. Deemy is also Secretary and General Manager of the Peoples Coal Co., Kenmare.

FREDERICK E. DEITERS, General Sales Agent Dakota Lignite Mine Co., Dickson, North Dakota, was born May 8, 1886, at St. Paul, Minnesota, and has been in the coal business for ten years. Mr. Deiters is very popular in the coal trade. He was formerly connected with the Dakota Fuel Co.

LAWRENCE DUCKHORN, retail coal merchant of Marmouth, North Dakota, was born February 15, 1884, at Dickinson, North Dakota, and has been in the coal business for two years.

CHARLES M. ENGLISH of English & Pickard, Niagara, North Dakota, was born in 1860 in New York and has been in the coal business for eighteen years.

CHARLES A. FINCH, President and Manager C. A. Finch Lumber Co., La Moure, North Dakota, was born April 1, 1861, in Ontario, Canada, and has been in the coal business twenty years. Mr. Finch operates six retail yards handling coal and lumber.

F. C. FISHER of Duckhorn & Fisher Coal & Transfer Co. of Marmouth, North Dakota, was born in Boston, Massachusetts, July 15, 1892, and has been in the coal business for three years.

GEORGE GAME, JR., retail coal merchant of Jamestown, North Dakota, was born September 19, 1892, in Jamestown and has been in the coal business for eleven years.

JAMES E. HARMON, Manager Cash Feed & Fuel Store, Minot, North Dakota, was born August 16, 1876, in Minot and has been in the coal business six years.

MACK HINDRICKS, Manager Foxholm Coal Co., Foxholm, North Dakota, was born April 10, 1873, at Chatham, Ontario, and has been in the coal business for sixteen years.

J. ALBERT HUSEBYE, President Williston Coal & Ice Co., Williston, North Dakota, was born March 26, 1873, at Decorah, Iowa, and has been in the coal business for seven years.

IRA C. JONES, proprietor Pioneer Fuel Co., Minot, North Dakota, was born November 4, 1859, in Minnesota, and has been in the coal business for two years.

C. E. KNOX, proprietor of Knox Grain Co., Oakes, North Dakota, was born October 14, 1862, in Hudson, Wisconsin, and has been in the retail coal business twenty years.

H. O. KUNZE, Manager and Treasurer H. O. Kunze Coal Co., Havelock, North Dakota, has been in the coal business five years. He is associated with Fred S. Kunze.

LAKE B. LATZER, retail coal merchant, Wahpeton, North Dakota, was born July 15, 1866, at Fond du Lac, Wisconsin, and has been in the coal business for twelve years. He was formerly connected with the North Western Fuel Co.

NICHOLAS B. LUDOWESE, President and General Manager of Black Diamond Coal Co., Williston, North Dakota, was born October 6, 1881, at Hospers, Iowa, and has been in the coal business for five years.

C. F. MASSINGHAM, wholesale and retail coal merchant of Mandan, North Dakota, was born in 1864 at Stockton, Minnesota, and has been in the coal business for six years.

C. E. NUGENT, Secretary and Treasurer of Magill & Co., Fargo, North Dakota, is a native of Fargo and has been in the coal business thirteen years.

O. S. ORR of O. S. Orr & Sons, Rugby, North Dakota, was born May 19, 1867, at Neilville, Wisconsin, and has been in the coal business for twelve years.

ALFRED W. PETERSON, President and Manager Clermont Coal Co., Haynes, North Dakota, was born September 11, 1884, at Omaha, Nebraska, and has been in the coal business for ten years. Mr. Peterson settled in Haynes before the railroad was built as a pioneer in the coal industry in that locality.

HALFDAN PETTERSON, retail coal merchant of Finley, North Dakota, was born June 17, at Bergen, Norway, and has been in the coal business for twelve years.

W. L. PICKARD of English & Pickard, Niagara, North Dakota, was born in 1858 on Manitou Island, Michigan, and has been in the coal business eighteen years.

L. H. PIPER, General Manager Piper-Howe Lumber Co., Minot, North Dakota, was born August 9, 1888, in Mankato, Minnesota, and has been in the coal business ten years. This company now operates forty-seven retail yards.

F. C. POTTER, Secretary, Treasurer and General Manager Crane-Johnson Co., Cooperstown, North Dakota, was born August 11, 1880, at Sanborn, North Dakota, and has been in the coal business for eighteen years. Mr. Potter has served as a Director of the Northwestern Retail Coal Dealers' Association and the Northwestern Traffic and Service Bureau.

HARRY L. SHERWOOD, General Manager Chesley Lumber & Coal Co., Fargo, North Dakota, was born September 18, 1878, in Renville County, Minnesota, and has been in the coal business for seventeen years. He started in with the Charles Betcher Lumber Co., Bird Island, Minnesota.

OHIO

WHETHER the point of view be that of production or consumption Ohio has a secure place among the leading states of the Union. Its output is fourth among the bituminous coal producers, while the great manufacturing enterprises that are possible in a large degree because of its own coal resources and its proximity to other large producing fields give it a consuming demand that under normal conditions exceeds the tonnage of bituminous coal used by the entire group of New England states. Its record in this respect is exceeded only by those of Pennsylvania and Illinois. In addition to these local factors making for coal greatness the lower Lake Erie ports of Ohio are the clearing points through which the greater part of the vast water-borne tonnage supplying the Northwest and Lake Michigan docks moves.

The Ohio coal fields, which lie entirely within the eastern part of the state, are part of the Appalachian province. The original coal-bearing area in Ohio is estimated to have covered 12,600 square miles, but exhaustion has brought the workable territory considerably under that figure. The Ohio coal-bearing formations are known to contain at least sixteen different beds. Development of ten of these has been, for the most part, confined to small mines supplying local trade. The remaining six beds, however, have been worked upon a large scale. These beds have been classified as follows: No. 1, Sharon block; No. 2, Wellston; No. 5, Lower Kittanning; No. 6, Middle Kittanning; No. 7, Upper Freeport; No. 8, Pittsburgh and the Pomeroy and Meigs Creek beds.

Coal No. 1 is mined in the northeastern counties of the state, more particularly in Summit, Stark and Mahoning counties and to a lesser degree in Portage county. "This coal," says the United States Geological Survey, "is very pure and is used principally in making pig iron, for which it is used in its raw state in the blast furnaces. It is dry, free burning and does not coke. As a domestic fuel it is known as Massillon coal and is highly prized for household use in Cleveland and other cities on the lakes."

Coal No. 2, the Wellston bed, which lies above the block or No. 1, furnishes the chief output of the counties in the southwestern part of the state. It is from this bed that the well-known Jackson Hill coal is produced.

Coal No. 5, the Lower Kittanning, underlies an extensive area from Mahoning county in the northeast to Lawrence county in the southwest, but "it is not extensively mined, being of workable thickness and quality in but a few places." The principal center of production is in Lawrence county.

Coal No. 6, the Middle Kittanning, is the celebrated Hocking Valley product mined so extensively in Athens, Hocking and Perry counties. Like the No. 1 coal, "it is free-burning, non-coking and popular as a blast furnace fuel, for which purpose it is used raw." It is also highly regarded for general steam and domestic uses.

Coal No. 7, the Upper Freeport, is mined in Muskingum, Gallia, Lawrence and Guernsey counties and in portions of Perry county. Although a coking coal it is not so used because of its sulphur content, but is marketed as a high grade steam product.

Pittsburgh No. 8 coal in Ohio is part of the bed underlying large areas in Pennsylvania, Maryland and West Virginia and Ohio and is considered by the United States Geological Survey as the most extensive and valuable bed in North America. The Ohio portion of this bed is estimated to cover an area in excess of 1,000 square miles. The coal is mined on a large scale in Belmont, Jefferson, Harrison and Noble counties and, to a lesser degree, in Athens, Gallia, Guernsey, Meigs, Monroe and Morgan counties.

The Pomeroy bed lies from 20 to 55 feet above the Pittsburgh No. 8 and is geologically correlated with the Redstone of Pennsylvania. The center of production is in Meigs county, although some coal of this bed is also mined in Gallia and Lawrence counties. The Meigs Creek coal, which lies from 80 to 100 feet above the No. 8, is correlated with the Sewickley bed of western Pennsylvania. "It is workable in portions of Morgan, Noble, Washington, Muskingum, Harrison, Belmont and Monroe counties, and will ultimately prove a most valuable reserve, though its variable thickness and lower grade subordinate it to the Pittsburgh and its exploitation is at present local and generally on a small scale."

The fact that one of the early Ohio reports gives the state a production of 119,952 tons in 1838 makes it probable that operations were carried on before that date. Estimated production statistics credit the state with a steady growth until 1858, when the estimate made

was an even million. Census figures for 1860 place the production at 1,265,600 tons. In 1867 production had reached 2,092,334 tons and in 1872 5,315,294 tons. Production records were uneven until 1887 when the output was 10,300,708 tons. Detailed figures since that date are as follows:

Year.	Ton.	Year.	Ton.
1888	10,910,951	1903	24,838,103
1889	9,976,787	1904	24,400,220
1890	11,494,506	1905	25,552,950
1891	12,868,683	1906	27,731,640
1892	13,562,927	1907	32,142,419
1893	13,253,646	1908	26,270,639
1894	11,909,856	1909	27,939,641
1895	13,355,806	1910	34,209,668
1896	12,875,202	1911	30,759,986
1897	12,196,942	1912	34,528,727
1898	14,516,867	1913	36,200,527
1899	16,500,270	1914	18,843,115
1900	18,988,150	1915	22,434,691
1901	20,943,807	1916	34,728,219
1902	23,519,894		

Study of Ohio production and distribution figures for 1915 must take cognizance of the fact that conditions were subnormal because of the disasterous effects of the 1914-1915 strikes. During the year in question nearly 80 per cent. of the output was consumed within the state or sold to the railroad companies. About 11 per cent. of the output was shipped to the lower Lake Erie ports for trans-shipment to the Northwest, Canada and Lake Michigan docks. All-rail shipments to Canada accounted for 60,811 tons, while approximately 15,000 tons were shipped to tidewater. This latter movement must, of course, be considered an offshoot of the abnormal conditions further east as a result of the present Great War. In detail the Ohio distribution for the year was as follows:

Used in Ohio:	Ton.
Used at mines for steam and heat	465,701
Sold to local trade, not shipped	1,916,188
Made into coke at mines	1,217
Shipped to Ohio points	7,280,390
Total used in Ohio	9,663,496
Shipped to other States:	
Illinois	287,561
Indiana	350,251
Iowa	1,666
Kentucky and South Dakota	371
Michigan	1,453,869
Minnesota	65,094
New York	115,221
Pennsylvania	17,075
West Virginia	15,500
Wisconsin	10,428
Total shipped to other states, all rail	2,317,036
Shipped to Great Lakes for cargo	2,482,615
Exported by rail	60,811
Shipped to tidewater	15,000
Used by railroads	7,895,733
Total production	22,434,691

The heavy consumption of bituminous coal for manufacturing and domestic purposes within the state brings the per capita up to 4.09 tons, which is more than double the country average. Per capita anthracite consumption, .12 ton, was approximately 15 per cent. of the anthracite average of .78 ton, but the Ohio total average of 4.21 tons is within .02 ton of being 50 per cent. greater than the average for the United States as a whole. The square mile consumption, 560 tons, is over four and one-half times the country average of 123 tons.

The total receipts, exclusive of railroad and bunker fuel, were 22,668,036 tons. In detail the sources of supply for the year were as follows:

Source.	Ton.	Source.	Ton.
Illinois	3,036	Bunker fuel	1,461,593
Kentucky	1,359,813		
Maryland	37,305	Net bituminous land consumption	22,368,036
Ohio	9,663,496	Pennsylvania anthracite	300,000
Pennsylvania	7,197,013		
Tennessee	23,974		
Virginia	169,432		
West Virginia	5,375,560	Total	22,668,036
	23,829,629		

COL. E. O. DANA, Cincinnati, Ohio,
President of The Campbells Creek Coal Co., was born in Vanhornesville, New York, February 22, 1861, and has been in the coal business thirty-eight years, all the time with his present company.

S. F. DANA, Cincinnati, Ohio,
Chairman of the Board of Directors of The Campbells Creek Coal Co., was born in Otsego County, New York, in 1836, and had been in the coal business from 1865 up to the time of his death, August 3, 1918. The company with which he was so long associated is unique in that it is the only one of the old-time West Virginia organizations still intact and in active service.

ROBERT P. GILLHAM, Cincinnati, Ohio,
Vice President and General Manager of The Campbells Creek Coal Co., was born in Cincinnati January 9, 1854, and has been in the coal business nearly half a century. He was formerly with George W. C. Johnston, John Barrett, Moulton & Barrett, but has been with the present company forty-three years.

MELVIN EBERHARDT LYNN, Cincinnati, Ohio,
Manager of Sales The Campbell's Creek Coal Co., 918 Union Central Building, Cincinnati, has been in the coal business over a quarter of a century. He organized The Queen City Coal Co. of Cincinnati and for fifteen years was its Treasurer and General Manager. His experience and well-known ability especially fitted him for his position as Manager of Sales with his present company, which position he assumed six years ago.

EDWARD H. DOYLE, Cincinnati, Ohio,
Treasurer and General Manager Middle West Coal Co., was born in Butler County, Ohio, in October, 1864, and has been in the coal business twenty years. He is also interested in the North East Coal Co. and South East Coal Co., mining companies whose outputs are handled by the Middle West Coal Co.

Mr. Doyle is highly respected and has many friends in the coal trade.

CHARLES GROVERMAN BLAKE, Cincinnati, Ohio,
President The C. G. Blake Co., was born in Calvert County, Maryland, February 14, 1847, and has been in the coal business over thirty years. Mr. Blake is interested in several other coal companies in the New River field in West Virginia.

FRANK ELLISON, Cincinnati, Ohio,
General Manager The C. G. Blake Co., was born in Manchester, Ohio, March 28, 1865, and has been in the coal business thirty-one years. He is also interested in several West Virginia mines.

WILLIAM BURLINGHAM, Cincinnati, Ohio,
President Burlingham Coal Co., was born in Baltimore, Maryland, October 15, 1879, and has been in the coal business twenty-two years. He was formerly with the Lens Creek Colliery Co., High Carbon Fuel Co., and was the first Western Manager Chesapeake & Ohio Coal & Coke Co.

PRENTICE H. BURLINGHAM, Cincinnati, Ohio,
Vice President and General Manager Burlingham Coal Co., was born in Baltimore, Maryland, October 14, 1881, and has been in the coal business fifteen years. He was formerly Western Manager of the Chesapeake & Ohio Coal & Coke Co.

EDWARD P. AVENT, JR., Cincinnati, Ohio,
Western Manager Bewley-Darst Coal Co., was born in Versailles, Kentucky, in 1889, and has been in the coal business six years.

ERNEST FRANK BARDIN, Cincinnati, Ohio,
President MacBard Coal Co., was born in Black Creek, North Carolina, March 23, 1881, and has been in the coal business seventeen years. For many years he was Western Manager and General Western Manager of the Chesapeake & Ohio Coal & Coke Co., resigning the latter position to become General Sales Manager of the Wyatt Coal Co.

RALPH HALL BARTLIT, Cincinnati,
Vice President and Treasurer Darby Coal Sales Co., has been in the coal business seventeen years. He is also President of the Old Virginia Coal Co.

DORRINGTON CAVE, Cincinnati, Ohio,
Cincinnati Manager Norfolk & Chesapeake Coal Co., was born in Barnwell, South Carolina, January 22, 1871, and has been in the coal business sixteen years. He was formerly with Edwin F. Daniels & Co. and Superior Coal Co., Chicago, Illinois.

HALLSTEAD E. CHRISTMAN, Cincinnati, Ohio,
Cincinnati Manager Southern Coal & Coke Co., was born in Utica, New York, November 24, 1877, and has been in the coal business six years. He was formerly with the Atlantic Ice & Coal Corp., Atlanta, Georgia.

CALVIN HOLMES, Cincinnati, Ohio,
Vice President Blue Diamond Coal Co., was born in Charleston, South Carolina, June 21, 1878, and has been in the coal business twenty-three years. He was formerly with the R. O. Campbell Coal Co. and Bewley-Darst Coal Co.

BENJAMIN NEWTON FORD, Cincinnati, Ohio,
Vice President The Matthew Addy Co., was born in Bourbon County, Kentucky, June 13, 1861, and has been in the coal business four years.

P. H. HENRY, Cincinnati, Ohio,
President Kentenia Coal Sales Co., was born in Port Hope, Ontario, Canada, January 17, 1875, and has been in the coal business twelve years. He was formerly Manager of the Manufacturers & Consumers Coal Co., Fayette, West Virginia, and until May 1, 1918, Western Manager of the West Virginia Coal Co.

KUPER HOOD, Cincinnati, Ohio,
General Manager Houston Coal Co., was born in Staunton, Virginia, November 23, 1874, and has been in the coal business eleven years. He was formerly with the Big Hill Coal Co., Kentucky Fuel Co. and the R. O. Campbell Coal Co.

ERNEST J. HOWE, Cincinnati, Ohio,
Manager Pocahontas Fuel Co., was born in Kenton, Ohio, April 11, 1872, and has been in the coal business twenty-one years. He is President of the Welch Coal Co. and interested in the Welch Coal & Coke Co. and Hemphill Colliery Co., Welch, West Virginia. He was formerly with the Boomer Coal & Coke Co., Sunday Creek Coal Co., Oregon Coal Co., and the C. M. Anderson Coal Co. He served as President of the Cincinnati Coal Exchange of the Cincinnati Chamber of Commerce in 1915.

BERNARD LEE HUTCHINSON, Cincinnati, Ohio,
Cincinnati Manager Hutchinson Coal Co., was born in Beechwood, West Virginia, January 12, 1890, and has been in the coal business eight years. He is also General Manager of the Empire Fuel Co. and Vice President of the Rich Creek Coal Co. For five years he was with the Logan Mining Co.

D. H. JENKS, Cincinnati, Ohio,
Secretary and General Manager Producers Coal Co., was born October 30, 1882, in Raleigh, North Carolina, and has been in the coal business twenty-one years. He was formerly with Castner, Curran & Bullitt and The Thacker Co. Mr. Jenks organized the Producers Coal Co. in 1907.

W. R. KERNOHAN, Cincinnati, Ohio,
Cincinnati Manager for M. A. Hanna & Co., has been in the business for twenty-two years, formerly with the Kanawha Fuel Co., the Carbon Fuel Co., the Zeigler Coal Co. and the Pocahontas Coal Sales Co. He was born at Perintown, Ohio, September 10, 1879. Mr. Kernohan has served as Vice President of the Chicago Coal Merchants' Association and is very popular in the trade.

WILLIAM J. MAGEE, Cincinnati, Ohio,
Manager and Treasurer The Carbon Fuel Co., was born in Owensville, Ohio, January 18, 1870, and has been in the coal business twenty years. He is also Secretary and Treasurer of the Brier Creek Coal Co. He was formerly with the Chesapeake & Ohio Fuel Co. and the Kanawha Fuel Co., both firms now out of existence. He was the first President of the Cincinnati Coal Exchange.

WILLIAM ERNST MINOR, Cincinnati, Ohio,
Vice President and General Manager Reliance Coal & Coke Co., was born in Cincinnati February 10, 1878, and has been in the coal business six years. He is a Director of the Hatfield Coal Co., Plymouth Coal Co., Hickey Transportation Co., Blue Grass Coal Co., and several others. He was formerly with the Standard Oil Co.

THOMAS R. MORGAN, Cincinnati, Ohio,
Sales Manager Eaton, Rhodes & Co., was born in Knoxville, Tennessee, November 10, 1863, and has been in the coal business twenty-one years. He is Treasurer of Nats Creek Mining Co. He was formerly Sales Manager of the Kentucky Block Cannel Coal Co.

CHARLES R. MORIARTY, Cincinnati, Ohio,
Of the Cabin Creek Consolidated Coal Co., was born in Indianapolis, Indiana, August 22, 1869, and has been in the coal business thirteen years. He has held many positions of honor in various coal associations.

C. WILLIAM POYSELL, Cincinnati, Ohio,
General Manager The Marmet-Halm Coal & Coke Co., was born in Urbana, Ohio, February 19, 1868, and has been in the coal business sixteen years. Mr. Poysell is also President of the Consumers Coal & Supply Co., Covington, Kentucky, and Sales Manager of The Otto Marmet Coal & Mining Co., as well as Receiver and Manager of the Marmet Coal Co. He was formerly with the Smokeless Fuel Co.

W. J. QUIN, Cincinnati, Ohio,
Secretary Logan & Hazard Coal Co., Cincinnati, was born in Girardville, Pennsylvania, April 7, 1894, and has been in the coal business six years. This company succeeded the Ruffner Coal Co. Mr. Quin is also interested in the Carbon Hill Collieries Co. He was formerly with the Winifrede Coal Co. and New River & Pocahontas Consolidated Coal Co.

JULIUS B. RATTERMAN, Cincinnati, Ohio,
Manager Blue Ash Coal Co., was born in Cincinnati August 16, 1878, and has been in the coal business seventeen years. He was formerly with the White Oak Coal Co. and Continental Coal Corp.

JAMES A. REILLY, Cincinnati, Ohio,
Manager The Queen City Coal Co. and General Manager Southern branches of Pittsburgh Coal Co., was born in Cincinnati September 25, 1875, and has been in the coal business for the past twenty-eight years, starting with the Queen City Coal Co. when a boy. Mr. Reilly takes an active part in civic and industrial activities of the city, including the coal associations. He has served as President of the Cincinnati Coal Exchange, Vice President of the Retail Coal Dealers Credit Association, and is Vice President of the Cincinnati Chamber of Commerce.

THOMAS H. RICHARDSON, Cincinnati, Ohio,
Manager The Consolidation Coal Co., was born in Glendale, Ohio. He was formerly Western Manager of the Youghiogheny & Ohio Coal Co. and has served as President of the Cincinnati Coal Exchange of the Cincinnati Chamber of Commerce.

WILLIAM P. SLAUGHTER, Cincinnati, Ohio,
President Glen Alum Fuel Co. and Pocahontas Coal Sales Co., was born in Richmond, Virginia, and has been in the coal business a quarter of a century. He is also General Sales Manager of the Thacker Coal Mining Co. He was formerly with the Pocahontas Coal Co. and the Thacker Coal Co.

O. O. SMITH, Cincinnati, Ohio,
District Manager The Sun Coal Co., was born in Pomeroy, Ohio, November 5, 1876, and has been in the coal business eighteen years. He is the owner of the Richmond Coal Co., Richmond, Indiana. He was formerly with the Chesapeake & Ohio Coal & Coke Co. and the Bewley-Darst Coal Co.

JOHN W. STEVENSON, Cincinnati, Ohio,
Of John W. Stevenson Coal Sales Co., successors to Stevenson, Brown & Co., was born in Cincinnati January 31, 1893, and has been actively engaged in the distributive end of the coal business since leaving school. Mr. Stevenson, on October 10, 1917, purchased Mr. Brown's interest in Stevenson, Brown & Co. He is a grandson of the former John W. Stevenson, ex-Governor of Kentucky.

CHARLES A. TRIBBEY, Cincinnati, Ohio,
President Tribbey Coal Co., was born in Blanchester, Ohio, in 1874, and has been in the coal business fifteen years. He is also Secretary and Treasurer of the Midland Mining Co. He was formerly with the Consolidation Coal Co., C. G. Blake Coal Co., and White Oak Coal Co. He has been Vice President of the Cincinnati Coal Exchange.

CLARENCE E. TUTTLE, Cincinnati, Ohio,
Vice President and General Manager Tuttle Coal Co., President Riverside Coal Co., and Vice President and General Manager Guthrie Coal Mining Co., was born May 17, 1884, in Hastings, Minnesota, and has been in the coal business fifteen years. Mr. Tuttle was formerly connected with the Lehigh Valley Coal Co., the Northern Coal & Dock Co., Berwind Fuel Co., and the Carnegie Fuel Co.

LEWIS M. WEBB, Cincinnati, Ohio,
President and Treasurer Webb Fuel Co. and Webb Coal Mining Co., was born in Nashville, Tennessee, May 1, 1875, and has been in the coal business nine years.

GAYLE E. WEBER, Cincinnati, Ohio,
Of Cumberland Coal Co., Cincinnati, Ohio, was born in Newport, Kentucky, March 8, 1887.

CHESTER M. ANDERSON, Columbus,
Western Sales Manager Elk River Coal & Lumber Co., Columbus, Ohio, was born in Galion, Ohio, May 16, 1871, and has been in the coal business twenty-four years. He was formerly connected with the Somers Coal Co., General Hocking Coal Co., Sunday Creek Coal Co., Boomer Coal & Coke Co., and The C. M. Anderson Coal Co.

BARTOW CHARLES TUCKER, Cleveland, Ohio,
President Lake City Coal Co., Jean Coal Mining Co., and Brilliant Coal Mining Co., Cleveland, was born September 21, 1873, in Cleveland. He was formerly Vice President of the Lorain & West Virginia Railway. Mr. Tucker represents many interests in the lake transportation business, and is active as a Director in a number of Cleveland industries.

H. L. FORSTBAUER, Cleveland, Ohio.
With the Lake City Coal Co.

ROSWELL S. PRICE, Cleveland, Ohio,
President Lake Erie Coal Co., Inc., Cleveland, Ohio, was born in Newark, New York, in 1870, and has been in the coal business twenty-one years. He was previously connected with the Underhill Coal Co., Stickney-Price Coal Co., and the Richland Coal Co.

GEORGE D. ROWLAND, Cleveland, Ohio,
President and General Manager The Coal Ridge Mining Co., Vice President and General Manager The Apex Coal Co., and Vice President and Secretary Lake Erie Coal Co., all of Cleveland, was born in Plymouth, Ohio, in 1870, and has been in the coal business twenty years. He is also interested in the Richland Coal Co.

F. G. DANIELSON, Olmstead Falls,
Sales Manager Lake Erie Coal Co., Cleveland, Ohio, was born in Chicago, Illinois, January 16, 1883, and has been in the coal business sixteen years. He was formerly with the Youghiogheny & Ohio Coal Co. and the Cleveland & Western Coal Co.

GEORGE A. HUGHES, Cleveland, Ohio,
Treasurer Lake Erie Coal Co., Inc., and Secretary Coal Ridge Mining Co., Cleveland, was born in Aurora, Ontario, in 1876, and has been in the coal business twenty-five years. He was formerly with the D. J. Stickney Coal Co.

JOHN N. GELLATLY, Cleveland, Ohio.
President and General Manager Kanawha Rail & River Coal Co., Cleveland, was born in Orange, New Jersey, November 5, 1878, and has been in the coal business eighteen years. He was previously connected with the H. L. Herbert Co., prominent New York retailers at one time, and J. N. Gellatly & Co. of Cleveland.

WALTER A. SMITH, Cleveland, Ohio.
Secretary and Treasurer Kanawha Rail & River Coal Co., Cleveland, Ohio, was born in Jersey City, New Jersey, February 27, 1884, and has been in the coal business ten years, part of the time with J. N. Gellatly & Co.

JOHN SMINCK VAN EPPS, Cleveland, Ohio.
Western Sales Agent The Millspaugh & Green Co., with headquarters at 1013 Citizens Building, Cleveland, was born in Cleveland August 13, 1855, and has been in the coal business thirty-nine years. He is also Secretary of the Trevorton Colliery Co., Trevorton, Pennsylvania. Earlier business connections were the Delaware & Hudson Co. and the Hudson Coal Co Mr. Van Epps, because of his interest in all trade movements and his personality, has probably as wide a circle of friends and acquaintances as any man in the coal trade.

LESLIE I. VAN EPPS, Cleveland, Ohio.
Secretary and Treasurer The Van Epps Coal Co., 1450 Rockefeller Building, Cleveland, was born in Cleveland May 9, 1883, and has been in the coal business ten years, part of the time as superintendent of the anthracite mine of the Trevorton Colliery Co. at Trevorton, Pennsylvania. The name of Van Epps is a well-known one in anthracite circles.

HAROLD P. ARNT, Cleveland, Ohio,
Treasurer and General Manager The Stillwater Coal Mining Co. and President Indian Hill Coal Co., Rockefeller Building, Cleveland, was born in Denmark, October 4, 1869, and has been in the coal business twelve years. Mr. Arnt is influential in Ohio coal mining circles.

ROY S. BAIN, Cleveland, Ohio,
Secretary and General Sales Manager of the Central Coal Mining Co. and Sales Manager and a Director of the River Ridge Coal Co., Cleveland, was born in Cleveland, November 15, 1889, and has been fifteen years in the coal business. His experience, while with the Pittsburgh Coal Co., Glens Run Coal Co., and as Sales Agent of the Lake Erie Coal Co., well qualifies him for his present position.

LUTE HORNICKEL, Cleveland, Ohio,
President and General Manager Anchor Coal Co., Cleveland, was born in Youngstown, Ohio, and has been in the coal business for over forty years. As a youth he was employed by the C. H. & W. C. Andrews Co. and the Todd-Stambaugh Co. in the Mahoning Valley. Later he was connected with the Youghiogheny Gas Coal Co., Panhandle Coal Mining Co., the Pittsburgh Coal Co., the Monongahela River Consolidated Coal & Coke Co., and the M. A. Hanna Co. of Cleveland.

FRANK M. KIRK, Cleveland, Ohio,
Owner of the Frank M. Kirk Coal Co., 1216 Swetland Building, Cleveland, Ohio, was born in Jackson, Ohio, November 5, 1863, and has been in the coal business twenty-six years. He is also President and Treasurer of the Kirk-Dunn Coal Co. and the Beaver Coal Co. and Cleveland agent for the Crozer-Pocahontas Co. of Philadelphia. Mr. Kirk was formerly connected with the Hazel-Kirk Coal Co. and the Kirk-Woods Coal Co.

LAWRENCE H. LANG, Cleveland, Ohio,
Secretary The Stillwater Coal Mining Co., Rockefeller Building, Cleveland, was born in Cleveland July 29, 1886, and has been in the coal business fifteen years. He began at the age of fifteen with the Cuyahoga Coal Co., went to the Steiner Coal Co. in 1905, and was with that company eight years. Mr. Lang is also President of the Quaker Coal Co.

DOUGLAS W. MILLER, Cleveland, Ohio,
Secretary and Treasurer Rail & River Coal Co., Cleveland, Ohio, was born in Red Hook, New York, May 25, 1865, and has been in the coal business five years.

CLARENCE L. THOMPSON, Cleveland, Ohio,
Sales Agent for M. A. Hanna & Co., Cleveland, Ohio, was born in Erie, Pennsylvania, January 21, 1862, and has been previously with R. W. Russell, R. J. Saltsman, retailers, Erie, 1879 to 1885; the W. L. Scott Coal Co., 1885 to 1905, and the Susquehanna Coal Co., 1905 to 1917; and M. A. Hanna & Co. He entered the coal business as an office boy December 21, 1879, and May 1, 1885, went with the W. L. Scott Coal Co., and continued up to January 1, 1905; from January 1, 1909, to 1917, General Western Agent Susquehanna Coal Co., and then with M. A. Hanna & Co.

WHITNEY WARNER, Cleveland, Ohio,
Partner in the firm of W. H. Warner & Co., Union National Bank Buiding, Cleveland, Ohio, and also financially interested in operating companies in Pennsylvania, Ohio, West Virginia and Kentucky, was born in Mineral Ridge, Ohio, June 3, 1878, and has been in the coal business twenty years. Mr. Warner is a well-known and progressive operator.

JESSE G. WOLFE, Cleveland, Ohio,
Western Manager of the Hutchinson Coal Co., 942 Rockefeller Building, Cleveland, Ohio, was born in Grafton, West Virginia, December 19, 1881, and has been in the coal business for seventeen years. He was previously with the Davis Coal & Coke Co., L. B. Brydon & Co., and the Grafton Coal & Coke Co. Mr. Wolfe is well known and has many friends in the trade.

WALTER R. WOODFORD, Cleveland, Ohio,
President of the Rail & River Coal Co., Cleveland, Ohio, was born at Dunkirk, New York, November 9, 1857, and has been in the railroad and coal business for many years. Mr. Woodford is a prominent factor in operating circles. He was formerly in the railroad service and has been President of the Wheeling, Lake Erie & Pittsburgh Coal Co. and Midvale-Goshen Coal Co., Vice President of the Pittsburgh Coal Co., and a Director of various coal companies. Mr. Woodford was for two years President of the Pittsburgh Vein Operators' Association.

JAMES H. WOODS, Cleveland, Ohio,
Manager for the Pittsburgh Coal Co., Rockefeller Building, Cleveland, Ohio, and also Secretary of the Anchor Coal Co., was born at Warren, Ohio, January 12, 1870, and has been in the coal business for twenty years. He was formerly associated with the Kirk-Woods Coal Co. and the Hazel Kirk Gas & Coal Co. Mr. Woods is widely known and one of the most popular men in the coal trade of the middle west.

HOMER C. GILL, Columbus, Ohio,
Well-known retail coal merchant of Columbus, Ohio. Mr. Gill has always taken an active interest in bettering coal trade conditions and is President of the Michigan-Ohio-Indiana Coal Association.

E. M. POSTON, Columbus, Ohio,
President New York Coal Co., was born in Nelsonville, Ohio, October 26, 1861, and has been in the coal business eighteen years. He is also President of several subsidiary companies controlled by the New York Coal Co. He was formerly President of the Slater-Poston Coal Co. and the Dover Coal Co.

JOHN A. TEEGARDIN, Columbus, Ohio,
Vice President New York Coal Co., Columbus, in charge of sales, was born in Pickaway County, Ohio, in 1879, and entered the coal business in 1901 as salesman for The Slater-Poston Coal Co. In 1906 he was appointed Northern Sales Agent of the New York Coal Co., with headquarters at Detroit, Michigan, and in 1908 was appointed General Sales Agent for the same company at Columbus, Ohio. In 1915 he was elected Vice President of the company in charge of sales, which position he still occupies.

CLARENCE W. THOMPSON, Columbus, Ohio,
Secretary and Treasurer New York Coal Co., was born in Nashport, Ohio, June 21, 1872, and has been in the coal business eighteen years. He is also interested in several of the company's subsidiary companies. He was formerly with the Slater-Poston Coal Co. and the Dover Coal Co.

E. F. McMANIGAL, Columbus, Ohio,
Associated with the New York Coal Co.

EDMUND A. COLE, Columbus, Ohio,
Of Edmund A. Cole & Co., was born in Barnesville, Ohio, November 8, 1854, and has been in the coal business forty-two years. He was formerly with the Straitsville Central Mining Co., Columbus & Hocking Coal & Iron Co., President Hocking Valley Coal Co., Treasurer General Hocking Coal Co., and President Sunday Creek Co.

JOHN RUSSEL COLE, Columbus, Ohio,
Of Edmund A. Cole & Co., was born in Columbus January 21, 1886, and has been in the coal business ten years.

FREDERIC G. HATTON, Columbus, Ohio,
President Hatton, Brown & Co., was born in Delta, Ohio, March 13, 1883, and has been in the coal business seventeen years. He is also President of the Blue Ridge Coal Co. He was formerly with the Sunday Creek Coal Co. and the Clinchfield Coal Corp.

WILLIAM M. BROWN, Roanoke, Virginia,
Vice President of Hatton, Brown & Co., Roanoke, Virginia, was born in Wilmington, Ohio, February 26, 1881, and has been in the coal business fifteen years. Mr. Brown was formerly with the Sunday Creek Coal Co. and later Secretary to the President of the Clinchfield Coal Corp. Mr. Brown is in charge of the Roanoke office of this company, while Mr. Hatton makes his headquarters at Columbus.

HARRY H. HEINER, Columbus, Ohio,
President The Maynard Coal Co., was born in Washington, Ohio, February 14, 1869, and has been in the coal business twenty-three years. He is also interested in the Superior Coal & Dock Co. and the Daniel Boone Coal Co. He was formerly with the Big Mountain Mining Co. and the Sunday Creek Coal Co.

GEORGE HOMER BARKER, Columbus, Ohio,
Vice President and Treasurer The Maynard Coal Co., was born in Hocking County, Ohio, July 27, 1873, and has been in the coal business twenty-one years. He is also Vice President and Treasurer of the Daniel Boone Coal Co. and the Superior Coal & Dock Co. He was formerly with Maynard Brothers, prominent operators in the Hocking District of Ohio. Mr. Barker was one of the founders and the first Treasurer of the National Coal Association, Washington.

JOSEPH WALLETT BLOWER, Columbus, Ohio,
President The Hisylvania Coal Co. and The Piney Fork Coal Co. and Vice President The D. C. Thomas Coal Co., was born in Bilston, England, May 24, 1862; started in as a trapper boy at 9½ years of age, and has worked at every job around mines from trapper to operator. He came to the United States in May, 1881, and attended the School of Mines, Ohio State University. Later he was with the Equitable Coal Co. and the Pittsburgh & Lake Erie Railroad. In 1901 he opened mines in the Hocking field in the Sunday Creek Valley. He has resided in Columbus the past twelve years.

FREDERICK W. BRAGGINS, Columbus, Ohio,
President The Lorain Coal & Dock Co., was born in Greenville, Pennsylvania, February 14, 1874, and has been in the coal business nearly a quarter of a century. He was formerly with the Pittsburgh & Wheeling Coal Co. and Midvale Goshen Coal Co. He has served as Vice President of the Pittsburgh Vein Operators Association of Ohio.

ALFRED BRENHOLTS, Columbus, Ohio,
President General Hocking Fuel Co., was born in Zanesville, Ohio, in 1857, and has been in the coal business thirty-six years. He is also interested in the Poston Consolidated Coal Co. and Pike-Floyd Coal Co. He was formerly with the General Hocking Coal Co. and Imperial Coal Mining Co.

PEARL AUGUSTUS COEN, Columbus, Ohio,
President Buckeye Coal & Railway Co., was born in Old Washington, Ohio, September 26, 1877, and has been in the coal business fourteen years. He is also President of the Ohio Land & Railway Co. He was previously with the Pittsburgh Coal Co., Sans Bois Coal Co., Rail & River Coal Co., and Sunday Creek Coal Co.

CHARLES COHENAUR, Columbus, Ohio,
President The Alma-Thacker Fuel Co., was born in Pekin, Illinois, August 17, 1868, and has been in the coal business thirty-one years. He is also interested in the Elmer Miller Coal Co. and the Central Hocking Coal Co. He was formerly with the Lehigh Coal & Coke Co., St. Paul, Minnesota.

S. F. L. DEAN, Columbus, Ohio,
President Dean Coal & Coke Co., was born in Sugar Grove, Ohio, in 1869, and has been in the coal business thirty-one years. He is President of the West Virginia Rail & River Coal Co. He was formerly General Manager of the Columbus & Hocking Coal & Iron Co.

ARTHUR P. DeVENNISH, Columbus, Ohio,
Sales Manager Hocking Valley Products Co., has been in the coal business for twenty-five years. He was formerly with the Columbus & Hocking Coal & Iron Co., The W. J. Hamilton Coal Co. and W. A. Gosline & Co.

FREDERICK EBERSBACH, Pomeroy, Ohio,
Secretary, Treasurer and General Manager Peacock Coal Co., President Martin-Ebersbach Co., President Peoples Coal Co., and President Pomeroy Machine Co., was born in Pomeroy November 3, 1859, and has been in the coal business forty-four years. He is well and favorably known throughout the trade.

WILLIAM J. HAMILTON, Columbus, Ohio,
General Manager W. J. Hamilton Coal & Coke Co., Columbus, was born in Liverpool, England, March 14, 1877, and has been in the coal business eighteen years. He was formerly with the Thacker Coal Co.

ELMER E. LEARNED, Columbus, Ohio,
Sales Manager and Purchasing Agent The Hisylvania Coal Co., The Piney Fork Coal Co., The Pan Handle Collieries Co., and The D. C. Thomas Coal Co., has been in the coal business nineteen years. He was formerly with the William Job Coal Co. and the Elk Coal Co.

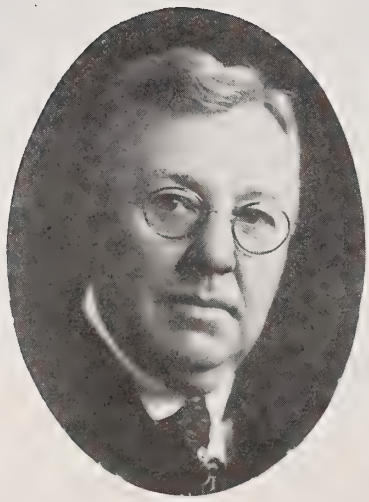
J. S. McVEY, Columbus, Ohio,
President Central West Coal Co., Columbus, was born on a farm near Lancaster, Ohio, July 12, 1884, and has been in the coal business eleven years. He is also President of the Southern Ohio Coal Co.

WALTER HARRISON PLANT, Columbus, Ohio,
Secretary and General Manager Colonial Coal & Supply Co., Columbus, Ohio, was born in Columbus July 27, 1881, and has been in the coal business nineteen years. He is also General Manager Bell Block Coal Co., Colonial Pocahontas Coal Co., and the Red Ash Pocahontas Coal Co. He was formerly with the Hamilton Coal Co. and the Gillam-Minshall Coal Co.

A. SIMONS, New Lexington, Ohio,
Of A. Simons & Son, Columbus, Ohio, was born in Virginia in 1853, and has been in the coal business thirty-two years. Mr. Simons is a thoroughly experienced coal man and has held positions of honor in the coal operators' association.

GEO. CONRAD WEITZELL, Columbus, Ohio,
President New Pittsburgh Coal Co., was born in McConnellsville, Ohio, August 25, 1853, and has been in the coal business thirty-three years. He is also Vice President and General Manager of the Great Lakes Coal Mining Co. He has served as President of the Hocking Coal Operators Association and was one of seven Commissioners appointed by former Governor Andrew L. Harris of Ohio to revise and recommend a new code of mining laws.

WILLIAM A. GOSLINE, Toledo, Ohio,
President of W. A. Gosline & Co., wholesalers, with offices in the Ohio Building, Toledo, Ohio, was born at Toledo, October 25, 1873, and has been in the coal business almost twenty-five years. He is also interested in the Bear Run Coal Co. Mr. Gosline is highly respected in the coal trade and has served as President of the Toledo Chamber of Commerce.



HARRY J. HEYWOOD, Toledo, Ohio,
Member of W. A. Gosline & Co, large wholesalers with offices in the Ohio Building, Toledo, Ohio, was born at Newbury, Ontario, Canada, June 27, 1863, and has been in the coal business for almost twenty-five years. Mr. Heywood is also interested in the Bear Run Mining Co. and was formerly connected with the J. H. Durkee Coal Co. and the Wainwright Coal Co. Mr. Heywood has served as Vice President of the Michigan-Ohio-Indiana Coal Association, President National Coal Trade Golf Association, and is one of the best known coalmen in the Middle West.

HERBERT G. HEYWOOD, Toledo, Ohio,
City Sales Manager of both wholesale and retail departments for W. A. Gosline & Co. of Toledo, Ohio, was born at Wardsville, Ontario, Canada, in 1883, and has been in the coal business for fourteen years. He is a nephew of Harry J. Heywood and has many friends in the trade.

SCHUYLER C. SCHENCK, Toledo, Ohio,
Was for more than thirty years before his death a prominent factor in the coal trade. Representing the Delaware, Lackawanna and Western Railroad Co., he operated docks at Toledo and Chicago and was one of the largest handlers of anthracite in the West.

DANIEL DOW SCHENCK, Toledo, Ohio,
Late President The S. C. Schenck Co., large wholesalers with offices at Chicago and Toledo, Ohio, was born in Toledo December 9, 1875, and had been in the coal business twenty years up to the time of his death. Mr. Schenck was Sales Agent for the Delaware, Lackawanna & Western Coal Co. at Toledo, and was one of the most highly respected members of the anthracite trade.

LEWIS R. SCHENCK, Toledo, Ohio,
Secretary and Treasurer of the S. C. Schenck Co., prominent wholesalers at Toledo, with offices at the Nicholas Building, was born at Toledo in 1880, and has been in the coal business for four years.

CHARLES L. DERING, Chicago, Illinois,
Manager S. C. Schenck Co., is one of the prominent coalmen of Chicago. He served for two years as President of the Illinois and Wisconsin Retail Coal Dealers Association and also as President of the Chicago Association of Commerce. Mr. Dering has always taken an active interest in civic and trade affairs and is highly regarded.

CHARLES T. HARTHER, Toledo, Ohio,
President of the Central States Coal Co., wholesalers with offices in the Second National Bank Building, Toledo, Ohio, was born at Columbus, Ohio, September 16, 1886, and has been in the coal business for fourteen years. Mr. Harther was formerly connected with the New York Coal Co. and the Johnson Coal Mining Co. He is Vice President of the Michigan-Ohio-Indiana Coal Association and very popular in the trade.

S. T. WALBOLT, Toledo, Ohio,
General Manager of the Central States Coal Co., wholesalers with offices in the Second National Bank Building, Toledo, Ohio, was born at Monclova, Ohio, June 9, 1880, and has been in the coal business for fifteen years. Mr. Walbolt was formerly connected with the Northwest Coal Co., the New Pittsburgh Coal Co., and the Pittsburgh Coal Co.

THOMAS A. McNERNEY, Toledo, Ohio,
President and Treasurer of the General Western Fuel Co. with offices in the Ohio Building, Toledo, was born in Point Edward, Ontario, Canada, September 6, 1871, and has been in the coal business twenty-two years. Mr. McNerney was previously connected with I. W. Copelin of Toledo, wholesale coal and coke, for nine years.

JOHN V. MAYHEW, Toledo, Ohio,
Vice President and Secretary of the General Western Fuel Co., wholesalers with offices in the Ohio Building, Toledo, Ohio, was born in Toledo, January 1, 1869, and has been in the coal business seventeen years. Mr. Mayhew was formerly connected with Hesser & Wickham, shippers of coal and coke, and with the Purchasing Department of the Missouri Pacific Railway of St. Louis, Missouri, and I. W. Copelin, coal and coke jobber, Toledo.

ANTON BUESCHEN, Toledo, Ohio,
Well known retailer doing business at Toledo, Ohio, was born in Germany January 4, 1854, and has been in the coal business twenty years. Mr. Bueschen formerly owned the W. P. Hubbs Co. Mr. Bueschen has been very successful and stands well in the trade.

CHARLES EVERETT CARTWRIGHT, Toledo, Ohio,
Vice President of the West-Crescent Fuel Co., wholesalers with offices at 620 Madison Ave., Toledo, was born in Toledo May 17, 1877, and has been in the coal business sixteen years. Mr. Cartwright is interested in the Youghiogheny Gas Coal Co. and was formerly connected with the A. G. Blair Coal Co.

ALBERT MACKENZIE DONOVAN, Toledo, Ohio,
President and General Manager of the Toledo Fuel Co., retailers and wholesalers, with offices in the Second National Bank Building, Toledo, was born in Chatham, Ontario, Canada, June 22, 1874, and has been in the coal business twenty-two years. Mr. Donovan was formerly connected with Stanley B. Smith & Co., Detroit, Michigan, and Stanley B. Smith Coal & Dock Co., Toledo, Ohio, both of which firms are now out of business. He is a graduate of the Detroit College of Law, and active in Masonic circles, being a Past High Priest and a member of Zenobia Temple, A. A. O. N. M. S.

EDGAR W. ERVIN, Toledo, Ohio,
Northern Sales Manager of the Pocahontas-Winifrede Coal Co., with offices in the Ohio Building, Toledo, Ohio, was born at Jackson, Ohio, September 29, 1863, and has been in the coal business for twenty years, having had ten years' experience in coal production and ten in the selling end. Mr. Ervin was formerly connected with the Geo. M. Jones Co. and the Royal Collieries Co., and still is a stockholder and Director in the latter company.

LEWIS JAY GIFFORD, Toledo, Ohio,
Secretary and Treasurer of the Oakland Coal Co., wholesalers with offices in the Ohio Building, Toledo, was born in Bucyrus, Ohio, October 17, 1884, and has been in the coal business fourteen years. Mr. Gifford is also General Sales Agent of the Standard Kanawha Coal Mining Co. and was formerly connected with the Crescent Fuel Co. as Vice President.

ROY O. HART, Toledo, Ohio,
Vice President of the Oakland Coal Co., well-known wholesalers at Toledo, Ohio, was born in Toledo in August, 1879, and has been in the coal business fifteen years. Mr. Hart was formerly connected with the Gillam-Minshall Coal Co., Minshall Coal Co., Pittsburgh & Indiana Coal Co., and Akron Coal Co.

HARRY B. HEINER, Toledo, Ohio,
Sales Agent for the Maynard Coal Co. with offices in the Nicholas Building, Toledo, Ohio, was born at Point Pleasant, West Virginia, March 1, 1892, and has been in the coal business for five years. Mr. Heiner was formerly connected with the Sunday Creek Co.

WILLIAM P. HUBBS, Toledo, Ohio,
Well-known wholesaler at Toledo, Ohio, with offices in the Spitzer Building, was born in Antioch, Ohio, March 18, 1862, and has been in the coal business twenty years. Mr. Hubbs was formerly connected with Gosline & Barbour, I. W. Copelin and the General Hocking Fuel Co.

ELMER MILLER, Toledo, Ohio,
President of the Elmer Miller Coal Co., well-known wholesalers with offices in the Nicholas Building, Toledo, Ohio, was born in Augusta County, Virginia, and has been in the coal business twenty years. Mr. Miller is President of the Ohio Block Cannel Coal Co. and Vice President of the Kenmont Coal Co. He was formerly connected with the Turney & Jones Co. of Columbus and the Powhatan Coal Co. of Toledo.

LEON Z. NETZORG, Toledo, Ohio,
President L. Z. Netzorg Coal Co., organized April 1, 1918, Toledo, Ohio, was born in Greenville, Michigan, in 1885, and has been in the coal business nine years. Mr. Netzorg is a graduate of the Michigan College of Mines, with degrees of Bachelor of Science and Mining Engineer. Before his entrance into the coal business he was with the Calumet & Hecla Co. and the American Smelting & Refining Co. He was associated with The W. H. Warner Coal Co. of Toledo and is still its Vice President.

JOHN T. SOLON, Toledo, Ohio,
Well-known wholesaler at Toledo, Ohio, with offices in the Nicholas Building, was born in Green Spring, Ohio, and has been in the coal business thirty years. Mr. Solon was previously connected with the Snawnee Coal Co., Columbus & Hocking Coal & Iron Co., Southern Ohio Coal & Iron Co., Solon Coal Co., and Courtright, Kisler & Co.

ROBERT JAMES WEST, Toledo, Ohio,
President of the West-Crescent Fuel Co., prominent wholesalers engaged in business at Toledo, Ohio, was born at Toledo, May 18, 1867, and has been in the coal business over a quarter of a century. Mr. West was formerly connected with Barker & Dwight, Sunday Creek Coal Co., and the Phenix Coal Co.

W. ED. McCUE, Akron, Ohio,
Manager of the City Coal Co., Akron, Ohio, was born in North Lawrence, Star County, Ohio, June 7, 1877, and has been in the coal business twelve years. He was formerly connected with the Davis Coal Co. and is a son of Thomas W. McCue, well-known operator and jobber, the first man to introduce Pittsburgh coal into Akron.

JOHN A. McALONAN, Akron, Ohio,
Treasurer of the City Coal Co. of Akron, Ohio, was born at Cuyahoga Falls, Ohio, June 7, 1877, and has been in the coal business for twelve years. The wagons and trucks of this company are all painted white with red lettering and they have taken many first prizes in horse show parades. Mr. McAlonan is well known and has many friends.

LOUIS A. KLAGES, Akron, Ohio,
Secretary and Treasurer of The Klages Coal & Ice Co., Akron, Ohio, was born in Akron May 27, 1884, and has been in the coal business seventeen years. He is the son of the late Henry Klages, founder of the company.

HOWARD W. HAUPT, Akron, Ohio,
General Manager Klages Coal & Ice Co., retailers at Akron Ohio, was born in Loyal Oak, Summit County, Ohio, June 27, 1870, and has been in the coal business twenty-seven years.

RALPH O. GLESSNER, Akron, Ohio,
General Manager of the City Ice & Coal Co., doing a retail business at Akron, Ohio, was born at Polk, Ashland County, Ohio, August 13, 1879, and has been in the coal business for six years. Mr. Glessner was formerly in the railroad business for fifteen years before going with this company.

CORA E. OBERLIN, Canton, Ohio,
Proprietor of the Oberlin Coal Co., well-known retail coal merchants at Canton, Ohio, was born in Canton May 11, 1891, and has been in the coal business since 1909.

THOMAS H. JOHNSON, Bellaire, Ohio,
President Ohio Consolidated Coal Co., was born in Mercer County, Pennsylvania, March 17, 1865, and has been in the coal business almost half a century. He is a Director of the West Wheeling Coal Co. Mr. Johnson was formerly connected with Johnson Brothers Coal Co. and Johnson Coal Co., and has held every position from water bailer up to General Manager.

CARL H. EBERTS, Warwood, West Virginia,
Vice President and Secretary-Treasurer Ohio Consolidated Coal Co., Warwood, was born in Wheeling, West Virginia, December 18, 1888. Before starting in the coal business Mr. Eberts worked in the Quarter Savings Bank of Wheeling, and after having worked his way up in this bank he organized the Bank of Warwood and became its cashier, which position he still holds. He is also a stockholder in the West Wheeling Coal Co.

CHARLES A. McDONALD, Canton, Ohio,
President of the Canton Coal Co., Canton, Ohio, was born in Allegheny, Pennsylvania, April 4, 1862, and has been in the coal business thirty-three years. Mr. McDonald is Treasurer of the James Mullins Coal Co. and Vice President of The Storm-Loomis Coal Co.

D. PRENTICE LOOMIS, Canton, Ohio,
Treasurer Canton Coal Co., Canton, Ohio, was born in New Philadelphia, Ohio, June 14, 1877. He is Treasurer of The Storm-Loomis Coal Co. and of The Brown Coal Mining Co., President of the Myers Coal & Coke Co., and Manager of the James Mullins Coal Co. He has been in the coal business eighteen years, part of the time with the Rhodes & Beidler Coal Co., Cleveland, Ohio.

GEORGE A. WILLIAMS, Canton, Ohio,
President of the Storm-Loomis Coal Co., which is a mining concern, President of the Navarre Street Coal Co., a retail coal concern, and Sales Manager of The Canton Coal Co., a wholesale and jobbing company, was born in Thomastown, Ohio, May 28, 1873, and has been in the coal business thirty-four years. Mr. Williams was formerly connected with the Munter-Williams Coal Co., the G. A. Williams Coal Co. of Canton, the H. S. Odbert Coal Co. of Cleveland, Ohio, and the Steiner Coal Co. of Canton.

ADAM F. SONNHALTER, Canton, O.,
Owner of the Sonnhalter Coal Mining Co. of Canton, Ohio, was born at Massillon, Ohio, October 4, 1878, and has been in the coal business for twenty years. Mr. Sonnhalter was formerly connected with the Sonnhalter Coal Co., Massillon Coal Mining Co., and the Elm Run Coal Mining Co., and is well known in that section.

WILLIAM R. WORLEY, Canton, Ohio,
President and Treasurer of the Steiner Coal Co., which conducts the largest wholesale and retail coal business in the vicinity of Canton, Ohio, is a native of Canton, born November 14, 1873, and has been in the coal business for the past ten years. The business is growing steadily.

T. FRANK SNYDER, Canton, Ohio,
Secretary of the Steiner Coal Co, engaged in business at Canton, Ohio, was born in Oneida, Ohio, August 21, 1876, and has been in the coal business six years. The Steiner Coal Co. was incorporated in 1900 as the Indian Run Coal Co. and the present name was assumed December 21, 1903. This company operates four yards with excellent facilities.

JAMES MILTON RITTENOUR, Chillicothe, Ohio,
President and Treasurer of the Mohawk Coal Co., Chillicothe, Ohio, was born at Chillicothe, October 30, 1861, and has been in the coal business for ten years. Mr. Rittenour is associated with J. A. Lockard of Wellston, Ohio, and they have a number of coal interests in common.

HARRY FLUHART, Dayton, Ohio,
Born in Dayton August 16, 1865, has been in the coal business thirty-three years. He was formerly with the Fluhart Coal & Mining Co. He had fifteen years practical sales experience on the road before going into the business for himself.

VIRGINIA E. MYERS, Gallipolis, Ohio,
Of V. E. Myers & Co., was born in Gallipolis, and has been in the coal business fifteen years. She is also proprietor of the Big Bone and Giant mines.

C. A. SLOAN, Jackson, Ohio,
President Jackson Hill Coal Co., was born in Harrisville, Ohio, August 15, 1879, and has been in the coal business sixteen years. He is also a Director in the Coalton Fuel Co., proprietor of the C. A. Sloan Coal Co., and interested in the Jenkins-Lama Coal Co. His previous experience has been with the Superior Coal Co.

DAVID ARMSTRONG, Jackson, Ohio,
Of the Armstrong Coal Co., was born in Waverly, Ohio, March 7, 1873, and has been interested in the mining of coal since 1891. He is also Secretary and Treasurer Jackson Colliery Co. and Jackson Hill Coal Co., Vice President Royal Collieries Co., Treasurer Jenkins-Lama Coal Co., a Director in the Sun Coal Co., Coalton Fuel Co., and Jackson Hocking Coal Co., and interested in the Diamond Coal Co., Ohio & Kentucky Coal Co., Ohio & Indiana Collieries Co., Rowland Block Coal & Clay Co., and Power Collieries Co.

JOHN M. ARMSTRONG, Jackson, Ohio,
Of the Armstrong Coal Co., was born in Waverly, Ohio, April 19, 1869, was interested in coal operations since 1895, and died March 23, 1918. He was a Director in the Jackson Colliery Co. and the Jackson Hill Coal Co. and interested in the Diamond Coal Co., Ohio & Indiana Collieries Co., Rowland Block Coal & Clay Co., and Power Collieries Co. Previous to his entrance in the coal business he was interested in the banking business.

PHARON M. HANSBARGER, Laura, Ohio,
A progressive retail coal merchant, was born near Pittsburg, Ohio, April 7, 1886, and embarked in the coal business in May, 1917, just in time to contend with the most serious conditions that have ever come into the business experience of the coal trade. Mr. Hansbarger, by close attention and by following sound business principles was able to render excellent fuel service to the community in which he resides.

FRANK W. DRAKE, Lima, Ohio,
Retail coal merchant, was born in Boston, Massachusetts, November 22, 1852, and has been in business sixteen years. He also is in the supply business and is a jobber of various lines of equipment.

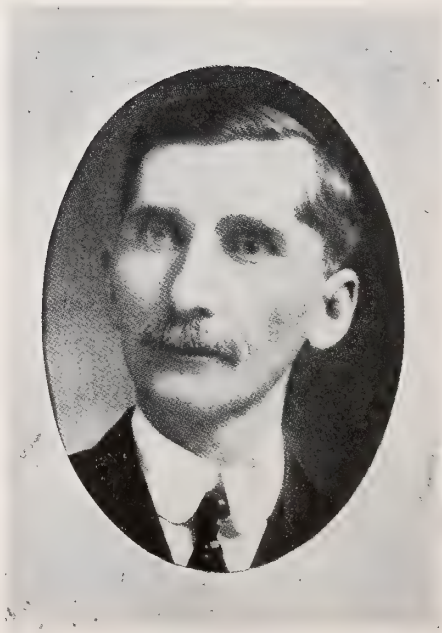
ELMER E. FOX, Massillon, Ohio,
President and General Manager Goshen Central Coal Co. and Treasurer Coal River Mining Co., was born in Tuscarawas County, Ohio, February 4, 1869, and has been in the coal business thirty years. He was formerly with the Warwick Coal Co. He has served as President of the Central Ohio Operators Association.

FRANK FULTON TAGGART, Massillon, Ohio,
Secretary, Treasurer and General Manager Spruce River Coal Co., was born in Canal Fulton, Ohio, August 27, 1873, and has been in the coal business twenty-six years. He is also Treasurer and General Manager of the Jellico Cannel Co. and President and General Manager of the Goshen Valley Coal Co. He organized the Pigeon Run Coal Co., South Massillon Coal Co., Clendennin Coal Co. and City Ice & Coal Co. He was with the Midvale Coal Co. and the Wheeling & Lake Erie Co. previous to his connection with the companies enumerated above. Mr. Taggart is not only a well known coal man in Ohio but is a man active in local and state politics and a member of the leading clubs of his city.

CHARLES O. SCOTT, Midvale, Ohio, Of the Scott Coal Co., was born in Mill Township, Ohio, July 2, 1876, and has been in the coal operating business twenty-three years. He was formerly with the M. A. Hanna Coal Co. and the J. W. Ellsworth Coal Co.

JOHN S. SCOTT, Midvale, Ohio, Of the Scott Coal Co., was born in Mill Township, Ohio, February 25, 1879, and has been in the coal operating business seventeen years.

THOMAS L. SCOTT, Midvale, Ohio, Of the Scott Coal Co., was born in Mill Township, Ohio, September 10, 1866, and has been in the coal business thirty-six years. He was formerly with the M. A. Hanna Coal Co., Wheeling & Lake Erie Coal Co., Pittsburgh Coal Co., Akron Coal Co., Fuller Coal Co., Goshen Coal Co. and Beaver Dam Coal Co.



GEORGE J. MARKLEY, Mineral City, Ohio, Owner of Acme, Silver Ash, Huff Run, Massillon Peacock, and Acme No. 6 mines, was born in Mineral City July 22, 1854, and has been in the operating end of the coal industry thirty-one years. He was formerly connected with the Cisco Mining Co. and Ohio Coal Mining Co., and owned at one time the Sutter mines in Indian Territory. He is an extensive manufacturer of clay products, operating four brick factories. He supplies Mineral City with natural gas from his own well, 5,235 feet deep, the deepest in the state. He has also extensive real estate holdings. At the age of 20, he paid his father $350 for his freedom. After twelve years he bought his first mine.

J. WALT GRAHAM, Nelsonville, O., President and Superintendent Graham-Rosser Coal Co., was born in Middleport, Ohio, July 30, 1881, and has been in the coal business eight years. He was formerly with the Imperial Coal Co.

C. J. ROSSER, Nelsonville, Ohio, Vice President and Secretary-Treasurer Graham-Rosser Coal Co., was born in Nelsonville December 14, 1859, and has been in the coal business fourteen years.

JOHN McMILLEN, Nelsonville, Ohio, President East Hill Coal Co., was born in Meggs County, Ohio, August 20, 1862, and has been in the coal business thirty-nine years. He is also Treasurer and General Manager of the Car Run Coal Co. and President and Treasurer of the Big Bailey Coal Co.

HERMAN H. WEISKE, New Lexington, Ohio, Secretary Lewiston Block Coal Co., Lewiston, West Virginia, and Ohio Consolidated Coal Co., Bellaire, Ohio, was born in Wheeling, West Virginia, in 1888, and has been in the coal business seven years. He is also interested in coal lands, and has taken an active part in the Kanawha Coal Operators' Association and the Kanawha Coal Shippers' Association. Mr. Weiske was formerly connected with the Hitchman Coal & Coke Co., Wheeling, West Virginia.

JOHN A. LOCKARD, Wellston, Ohio,
Manager Mohawk Coal Co., was born in Jackson County, Ohio, February 15, 1859, and has been in the coal business fifteen years.

F. W. WALKER, Xenia, Ohio,
Of F. W. Walker & Co., was born near Xenia, Ohio, August 21, 1867, and has been in the coal business seventeen years. He was formerly with Wright & Carruthers and Carruthers & Walker. Mr. Walker takes a great interest in civic affairs of his community.

JOHN U. HORGER, New Philadelphia,
President and General Manager The Horger-Heldt Coal Co., was born in Port Washington, Ohio, November 29, 1878, and has been in the coal business twenty-eight years. He was one of the organizers of the Andreas Coal Co. in 1917, and is now Vice President and General Manager of the company. He was formerly with the Midvale-Goshen Coal Co. and the Goshen Coal Co.

H. C. SCHNEIDER, New Philadelphia,
Owner of the Goshen Valley mine, was born in Lake Baden, Germany, January 18, 1876, and has been in the coal business nineteen years. He was formerly with the Goshen Valley Coal Co., Beaver Dam Coal & Mining Co., and the Old Town Coal Co.

JERRY MORROW, Wellston, Ohio,
President Elko Colliery Co., was born in Chillicothe, Ohio, October 18, 1843, and has been in the coal business fifty-three years. He is also President of the Wellston Hill Coal Co. and Morrow Manufacturing Co. and Vice President of the Hickory Ash Coal Co. He was formerly with the Wellston Colliery Co., Hitt-Davis Coal & Mining Co., Jackson Mining Co., Spring Valley Iron Co., Federal Creek Coal Co., Petrea Coal Co., Chapman Coal Co., and John F. Hall Coal Co. The Elko Colliery Co. mines and ships Elko No. 2 Wellston shaft coal. Mr. Morrow is well-known throughout the trade and has served as President of the Jackson County Operators Association.

FRANK C. MORROW, Wellston, Ohio,
General Manager Elko Colliery Co., was born in Chapman, Ohio, August 4, 1883, and has been in the coal business ten years. He is also Vice President and General Manager The Morrow Manufacturing Co., Wellston, Ohio, builders of coal tipple equipment. He was formerly with the Wellston Colliery Co., Jackson Mining Co. and Hickory Ash Coal Co.

JOSEPH H. BROWNE, Wellston, Ohio,
Secretary and Treasurer The Elko Colliery Co., was born in Ironton, Ohio, June 23, 1875, and has been in the coal business ten years. He is also Secretary-Treasurer of the Wellston Hill Coal Co., Treasurer-Manager of the Browne Coal Co., and Secretary-Treasurer of the Spring Valley Iron Co.

OHIO — Cincinnati

WINFRED WINDSOR CARVER, Cincinnati, Ohio, Manager Percy Heilner & Son, was born in West Virginia in 1883, and has been in the coal business fourteen years. He was formerly with the Carver Bros. Co. and Cabin Creek Consolidated Coal Co.

RUSSELL DES COGNETS, Treasurer Tuttle Coal Co., of Cincinnati, Ohio, was born January 6, 1890, in Lexington, Kentucky, and has been in the coal business ten years. He was formerly connected with the Louis Des Cognets Co. of Lexington, Kentucky.

ROBERT A. COLTER, Secretary and Treasurer The C. G. Blake Co., Cincinnati, Ohio, was born in Cincinnati September 9, 1868, and has been in the coal business twenty-six years, the entire time with his present company. He has held positions of honor in the coal associations of the state.

WILLIAM E. DARNABY, Manager R. O. Campbell Coal Co., was born in Fayette County, Kentucky, February 8, 1883, and has been in the coal business thirteen years. He was formerly with the Asher Coal Mining Co.

IRVIN DAVIS, Secretary Reliance Coal & Coke Co., Cincinnati, Ohio, was born in North East, Maryland, December 19, 1891, and has been in the coal business five years.

HARRY W. DICKERSON, Assistant Manager of Sales Reliance Coal & Coke Co., Cincinnati, Ohio, was born in Grant County, Kentucky, January 18, 1890, and has been in the coal business six years. He was formerly with the Marmet-Halm Coal & Coke Co.

ROBERT H. DOEPKE, President of the Blue Ash Coal Co., office in First National Bank Building, Cincinnati, Ohio, was born in Cincinnati November 3, 1884, and has been in the coal business ten years. He is interested in coal and other mining properties.

FREDERICK H. DUNKER, Vice President John T. Hesser Coal Co., Cincinnati, Ohio, was born August 7, 1879, in Cincinnati and has been in the coal business nineteen years. He is also Vice President and Treasurer of the Miami Coal Co., Miami, West Virginia.

F. U. FISHER, Cincinnati, Ohio, Manager Interstate Coal & Dock Co., was born in Belspring, Virginia, May 27, 1885, and has been in the coal business sixteen years. He was formerly with the Consolidated Coal Co., La Mont Mining Co. and Chesapeake & Ohio Coal & Coke Co.

F. L. GARRISON, President Shonk-Garrison Coal Co., Cincinnati, Ohio, was born in Shickshinny, Pennsylvania, January 9, 1853, and has been in the coal business forty-six years. He is also interested in the Webb Coal Mining Co., Webb Fuel Co., and Cabin Creek Consolidated Coal Co. He was formerly with the Stevens Coal Co., Kanawha Coal & Coke Co., Cabin Creek Kanawha Coal Co., and Williams Coal Co. of Kanawha. The two last named owned and operated the Kanawha Railway Co., which is now the Cabin Creek branch of the Chesapeake & Ohio Railway.

PAUL W. GILLHAM, Vice President MacBard Coal Co., Cincinnati, Ohio, was born in Covington, Kentucky, June 24, 1880, and has been in the coal business twelve years.

R. R. GLOVER, Traffic and Sales Manager Tuttle Coal Co., Cincinnati, Ohio, was born in New Albany, Indiana, May 9, 1879, and has been in the coal business two years. He was formerly with the Baltimore & Ohio Railroad fifteen years.

ROY O. HEYSER, Cincinnati representative of the Solvay Collieries Co., was born in Leitchfield, Kentucky, May 3, 1876, and has been in the coal business thirteen years. He was formerly with the Chesapeake & Ohio Coal & Coke Co., Norfolk & Chesapeake Coal Co., and Eaton, Rhodes & Co. He is a District Coal Agent of the United States Fuel Administration.

GEORGE W. JOHNSON, Manager Domestic Department Island Creek Coal Co., Cincinnati, Ohio, was born in Cincinnati August 5, 1877, and has been in the coal business eighteen years. He was formerly with the Marmet-Halm Coal & Coke Co. and Reliance Coal & Coke Co.

FRANK H. KINNEY, Manager Hyde Park Supply Co., Cincinnati, Ohio, was born in Kansas City, Missouri, November 24, 1866, and has been in the coal business nine years.

FRED LEGG, President Logan & Kanawha Coal Co., Cincinnati, Ohio, was born in Malden, West Virginia, May 11, 1885, and has been in the coal business eleven years. He was previously with the Kanawha Independent Coal Co. and Chesapeake & Ohio Coal & Coke Co.

CHARLES K. LITKOWSKI, Secretary and Treasurer Naugatuck Coal Co., Cincinnati, Ohio, was born in Middletown, Ohio, June 27, 1883, and has been in the coal business nine years.

ROBERT S. MAGEE, Assistant General Manager Producers Coal Co., Cincinnati, Ohio, was born in Covington, Kentucky, September 2, 1872, and has been in the coal business twenty years. He was formerly with the Carbon Fuel Co. and M. A. Hanna & Co.

C. DeLANEY MARTIN, President Halmar Coal Mining Co., Cincinnati, Ohio, was born in Rensselaer, Indiana, in 1881, and has been in the coal business fifteen years. He was formerly with the Chesapeake & Ohio Coal & Coke Co. and the George Halm Coal Co.

M. F. McDERMOTT, Manager Amherst Fuel Co., Cincinnati, Ohio, was born in Alpsville, Pennsylvania, December 23, 1885, and has been associated with the Pittsburgh-Buffalo Co. and the Four States Coal & Coke Co.

ROBERT STUART McVEIGH, Vice President Island Creek Coal Co., Cincinnati, Ohio, was born in Loudon County, Virginia, December 15, 1872, and has been in the coal business twelve years. He was formerly in the railroad business.

JOHN MUELLER, President and Treasurer The John Mueller Co., Cincinnati, Ohio, was born in Reading, Ohio, April 20, 1855, and has been in the coal business since 1876.

LOUIS J. MUELLER, Secretary and Treasurer MacBard Coal Co., Cincinnati, Ohio, was born in Cincinnati, and has been in the coal business seven years.

D. E. RICHARDS, President Bell Coal & Mining Co., Cincinnati, Ohio, was born in Zanesville, Ohio, April 21, 1859, and has been in the coal business sixteen years.

CHARLES A. SARGEANT, Secretary and Assistant Treasurer The Domhoff & Joyce Co., Cincinnati, Ohio, has been in the coal business nine years.

JOHN SARGEANT, President The Domhoff & Joyce Co., Cincinnati, Ohio, has been in the coal business thirty-one years

E. L. STEPHENSON, President E. L. Sternberger Coal Co., Cincinnati, Ohio, was born in Jackson, Ohio, October 3, 1862, and has been in the coal business thirty-eight years. He is also President of the Standard Colliery Co., Coalton, Ohio. He has been a Director of the Cincinnati Coal Exchange and President of the Commercial Bank of Jackson, Ohio.

HAROLD GEORGE TILDESLEY, President The Tildesley Coal Co., Cincinnati, Ohio, was born in Boston, Massachusetts, December 13, 1885, and has been in the coal business eight years. He was formerly with The Halmar Coal Mining Co.

DAVID ELKANAH ULLAND of the Ulland Coal Co., Cincinnati, Ohio, was born in Cincinnati December 11, 1872, and has been in the coal business twenty-three years. He is also connected with the Pocahontas & Jellico Coal Co. He was formerly with the Kineon Coal Co.

WILLIAM THOMAS ULLAND of the Ulland Coal Co., Cincinnati, Ohio, was born in Cincinnati March 25, 1867, and has been in the coal business thirty years. He is also interested in the Pocahontas & Jellico Coal Co. He was formerly with the Kineon Coal Co., Cincinnati Coal & Coke Co., and the Carlisle Coal Co.

EDWARD B. ULRICH, President Naugatuck Coal Co., Cincinnati, Ohio, was born in Cincinnati November 6, 1880, and has been in the coal business nine years. He is Manager of the Grey Eagle Coal Co.

E. S. VAN HART, Cincinnati Manager Columbus Mining Co., was born in Cincinnati in 1875, and has been in the coal business twenty-three years. He was formerly with the Glen Alum Fuel Co., War Eagle Coal Co., Houston Coal & Coke Co., and the old Pittsburgh Coal Co.

OHIO — Cleveland

HARRY ABELS, Vice President The Kendall Coal Mining Co., 1444 Rockefeller Building, Cleveland, Ohio, was born in Cleveland December 29, 1864, and has been in the coal business thirty-three years. He was a member of the Executive Board of the Wholesale and Retail Coal Dealers' Association of Ohio 1909-10.

CHARLES ANTHONY ALBRIGHT, Secretary The Albright Coal Co., 746 Euclid Avenue, Cleveland, Ohio, was born in Massillon, Ohio, January 21, 1875, and has been in the coal business twenty-six years. He is also Vice President of the Oak Hill Coal Co. Mr. Albright was with the Howells Coal Co. and the Howells Mining Co. earlier in his business career.

FRED E. BAEHR, Secretary and Treasurer The Somers Coal Co., 521 Cuyahoga Building, Cleveland, Ohio, was born in West Park, Ohio, June 18, 1877, and has been in the coal business twenty years.

ROBERT BURSNER, President The Quaker Splint Coal Co. and General Manager Copen Creek Coal Co., 231 The Arcade, Cleveland, Ohio, was born in Wheeling, West Virginia, December 24, 1876, and has been in the coal business twenty years. He is also a Director of The Indian Hill Coal Co.

JONATHAN PRESCOTT BURTON, President Trevorton Colliery Co., Kennon Coal & Mining Co., and Ridgway-Burton Co., Cleveland, Ohio, was born in Massillon, Ohio, January 12, 1876, and has been in the coal business twenty-one years. Mr. Burton is a graduate of Yale University, Scientific department, class of 1896.

CHARLES L. CASSINGHAM, President The West Virginia & Ohio Coal & Coke Co. and Secretary The Drake Coal Co., Rockefeller Building, Cleveland, Ohio, was born in Coshocton, Ohio, February 9, 1865, and has been in the coal business twenty-eight years. He is also President of the Warwick Coal Co., Vice President of the Coal River Mining Co., with operations in Boone and Madison counties, West Virginia, and is interested in a large acreage of undeveloped West Virginia coal lands. Mr. Cassingham has been President of the Central Ohio Operators' Association.

WILLIAM P. CAYTON, Assistant to the President and Auditor of the Rail & River Coal Co., Cleveland, Ohio, was born in Erie, Pennsylvania, March 16, 1880, and has been in the coal business sixteen years. His business experience began in the auditor's office of the Louisville, Evansville & St. Louis Consolidated Railroad at Louisville, Kentucky, in 1898, followed by eight years as an accountant for the Pittsburgh Coal Co.

GEORGE EASTERBROOK, President The Easterbrook Coal Co., 3841 West 25th Street, Cleveland, Ohio, was born in Cleveland May 16, 1863, and has been in the coal business thirty-one years. He was previously with the Morgan, Moore & Baine Co. and Stout, Van Wickle & Co.

JOSEPH LOUIS FOREPAUGH, 1315 Rockefeller Building, Cleveland, Ohio, Lake Forwarding Agent North Western Fuel Co., was born in St. Paul, Minnesota, July 27, 1873, and has been five years in the coal business.

J. L. GOOD, General Sales Manager The National Coal Co., 1503 Rockefeller Building, Cleveland, Ohio, was born in Pittsburgh, Pennsylvania, July 17, 1869, and has been in the coal business twenty years. He was formerly Vice President The Pittsburgh & Buffalo Co. of Ohio.

R. A. GROCH, Manager The Cleveland-Belmont Coal Co., 618 Hickox Building, Cleveland, Ohio, has been in the coal business twenty-six years. He was formerly with the O'Gara Coal Co

LAURENCE W. HART, Manager of Sales W. H. Warner & Co., 1606 Union National Bank Building, Cleveland, Ohio, was born in South Brownsville, Pennsylvania, November 24, 1879, and has been in the coal business sixteen years. He is also interested in the Crawford Hill Coal Co., Pocahontas Domestic Coal Co., Warner-Youghiogheny Coal Co., Warner Block Coal Co., and Wolf Run Coal Co. He was formerly Assistant Manager of Sales of The Monongahela River Consolidated Coal & Coke Co.

ANTHONY J. HICKEY, Manager Berwind Fuel Co.'s office at Cleveland, Ohio, was born in Cleveland, January 11, 1890, and has been in the coal business nine years.

FRANK C. JOHNS, Sales Manager The Van Epps Coal Co., 1450 Rockefeller Building, Cleveland, Ohio, was born in Cleveland December 26, 1875, and has been fourteen years in the coal business. He was previously with Burton, Beidler & Phelps.

HARRY E. LOOMIS, Vice President and General Manager The National Coal Co., 1503 Rockefeller Building, Cleveland, Ohio, has been in the coal business thirty-six years.

WILLIAM J. MACFARLIN, Treasurer The National Coal Co., 1503 Rockefeller Building, Cleveland, Ohio, was born in Bucksville, Ohio, in 1872, and has been in the coal business ten years. He is also President of the Citizens Coal Co., Akron, Ohio.

HENRY DOW MARBLE, President The Hutson Coal Co., 911 Park Building, Cleveland, Ohio, was born in Newburgh, now Cleveland, June 26, 1853, and has been in the coal business thirty-four years.

C. E. MAURER, President The Glens Run Coal Co. and the Standard Pocahontas Coal Co., 1414 Rockefeller Building, Cleveland, Ohio, was born in Austintown, Ohio, November 21, 1865, and has been in the coal business eighteen years. Mr. Maurer was President of the Pittsburgh Vein Operators' Association from 1911 to 1914.

GEORGE C. McKITTERICK, Secretary, Treasurer and General Manager The Russell Coal & Mining Co., Cleveland, Ohio, was born in Jackson, Ohio, July 23, 1853, and has been in the coal business forty years. For twenty-three years he was connected with McKitterick Bros.

W. E. MILES, Secretary and Treasurer of the Whittle-Miles Coal Co., Cleveland, Ohio, was born at Merthys Tydoil, South Wales, July 25, 1859. He has been eleven years in the coal business.

W. P. MURRAY, member of the firm of Pickands, Mather & Co., Cleveland, Ohio, was born in Mentor, Ohio, July 12, 1854, and has been identified with the coal trade thirty-five years. He is also a Director of the Pittsburgh Coal Co. He was previously connected with Todd, Stambaugh & Co. and Weaver, Todd & Co.

WALTER C. MYERS of The Myers Coal & Coke Co., 306 Arcade, Cleveland, Ohio, was born in Cleveland July 22, 1886, and has been in the coal business eight years. His first coal experience was with the Goshen Coal Co. and the Goff-Kirby Coal Co., both of Cleveland.

SAMUEL H. NEEDS, Vice President and General Manager Bergholz Coal Mining Co., 509 Commercial Bank Building, Cleveland, Ohio, was born in Tiverton, England, September 30, 1859, and has been in the coal business thirty-one years. He is also interested in the Ohio & Pennsylvania Coal Co., with which company and Thomas Axworthy he was earlier connected.

HENRY S. ODBERT, President H. S. Odbert Coal Co., 1410 Rockefeller Building, Cleveland, Ohio, was born in Youngstown, Ohio, August 18, 1875, and has been twenty years in the coal business.

CHARLES L. PATE, Sales Agent H. S. Odbert Coal Co., 1410 Rockefeller Building, Cleveland, Ohio, was born in Cleveland, November 5, 1879, and has been in the coal business twelve years. He was with M. A. Hanna & Co., Cleveland, earlier in his coal career.

DON A POMEROY, Secretary H. S. Odbert Coal Co., 1410 Rockefeller Building, Cleveland, Ohio, was born in Ashtabula, Ohio, in 1874.

FRANK J. POSEKANY, Manager F. Posekany Coal & Stone Co., 8619 Woodland Avenue, Cleveland, Ohio, was born in Cleveland September 16, 1888, and has been in the retail coal business twenty years.

FRANK ABEL PRENDERGAST, President and General Manager The Baltimore & Ohio Coal Co., 1325 Rockefeller Building, Cleveland, Ohio, was born in Ripley, New York, August 15, 1858, and has been in the coal business thirty-eight years. He is also interested in the Pittsburg-Belmont Coal Co. and the Number Eight Coal Co. His former connections were the Laurel Hill Coal Co., Guild, Prendergast & Co., F. A. Prendergast & Co., Raybould Coal Co., Wallace & Brooks, all of Columbus, Ohio, and the Wisconsin Coal & Dock Co. of Milwaukee, Wisconsin.

JAMES PRENDERGAST of the Baltimore & Ohio Coal Co., Cleveland, Ohio, was born in Columbus, Ohio, October 14, 1881, and has been in the coal business eleven years. He was Chairman of the Scale Committee, Operators and Miners, for the Cambridge district of Ohio in 1915-16. Mr. Prendergast was formerly with the Morris Coal Co.

AMBROSE M. QUAYLE, Secretary and Treasurer Ohio Coal & Supply Co., 814 Columbia Building, Cleveland, Ohio, was born in Cleveland, February 16, 1872, and has been in the retail coal business twenty-seven years. He was formerly connected with the Independent Coal Co. and the Cleveland & Pittsburgh Coal Co., both of Cleveland.

PERRY P. QUAYLE, President Ohio Coal & Supply Co., 814 Columbia Building, Cleveland, Ohio, was born in Cleveland, November 28, 1867, and has been in the retail coal business twenty-seven years. He was formerly connected with the Independent Coal Co., and the Cleveland & Pittsburgh Coal Co., both of Cleveland.

JAMES J. ROBY, Cleveland, Ohio, was born in Carroll County, Ohio, May 16, 1865, and has been thirty years in the coal business. He was a member of the Ohio Mining Commission. Mr. Roby was formerly connected with the Roby Coal Co. and the Roby-Somers Coal Co., both of Cleveland.

ARTHUR B. RAGON, Western Sales Manager Weston Dodson & Co., Illuminating Building, Cleveland, Ohio, was born in Belmont, New York, December 25, 1885, and has been in the coal business twelve years. He was formerly Treasurer of the Alden-Ragon Coal Co., Corry, Pennsylvania, and Sales Manager of the J. Harold Thompson Co., Pittsburgh.

WILLIAM W. RAWSON, a salesman of Lorain Coal & Dock Co., 708 Rockefeller Building, Cleveland, Ohio, was born in Cleveland September 13, 1872, and has been fourteen years in the coal business, all the time with his present company.

HARRY MILTON SCHAFF, Treasurer Baltimore & Ohio Coal Co., 1325 Rockefeller Building, Cleveland, Ohio, was born in Nelsonville, Ohio, May 19, 1880, and has been in the coal business seventeen years. He is also interested in the Pittsburg-Belmont Coal Co. and the Number Eight Coal Co. Mr. Schaff was formerly Auditor of the Globe Coal & Coke Co. of West Virginia and the Wisconsin Coal & Dock Co. of Milwaukee, Wisconsin.

WILLIAM GRANT SCHROYER, President Mackenzie & Schroyer, 2692 Hampshire Road, Cleveland, Ohio, was born in Pittsburgh, Pennsylvania, April 21, 1877, and has been in the coal business seventeen years. He is also President of the Ajax Coal Co. of Linton, Indiana. Mr. Schroyer was formerly connected with the Youghiogheny & Ohio Coal Co., Cleveland.

HOYT L. WARNER, partner in the firm of W. H. Warner & Co., Union National Bank Building, Cleveland, Ohio, is also financially interested in operating companies in Pennsylvania, Ohio, Virginia and Kentucky. He was born in Mineral Ridge, Ohio, December 25, 1880, and has been in the coal business fourteen years.

WILLIAM H. WARNER, partner in the firm of W. H. Warner & Co., Union National Bank Building, Cleveland, Ohio, and also financially interested in operating companies in Pennsylvania, Ohio, West Virginia and Kentucky, was born in Youngstown, Ohio, October 12, 1849, and has been in the coal business for forty-five years. He is one of the prominent factors in the coal trade of that section.

LEWIS D. WATERS, President and Treasurer of the Prospect Coal Co., 2028 East 77th St., Cleveland, Ohio, was born in New Jersey, June 17, 1875, and has been twenty-five years in the coal business.

ARTHUR C. WHITTLE, President and Manager of the Whittle-Miles Coal Co., 10806 Miles Ave., S. E., Cleveland, Ohio, was born in Manchester, England, April 22, 1872, and has been twenty-four years in the coal business.

K. B. WHITWORTH, Auditor of W. H. Warner & Co. Union National Bank Building, Cleveland, Ohio, was born in Bellefontaine, Ohio, October 2, 1886, and has been in the coal business for six years.

JOHN V. N. YATES, proprietor of the J. V. N. Yates Coal & Coke Co., Rockefeller Building, Cleveland, Ohio, was born in Albany, New York, in 1838, and has been in the coal business sixty years. During that time he has sold anthracite as high as $27.50 per ton and as low as $3.45 per ton delivered. He is one of the best known retailers in Cleveland.

WILLIAM E. ZEHNER, Secretary of the Wright & Zehner Co., Rockefeller Building, Cleveland, Ohio, was born in Cleveland December 7, 1873, and has been in the coal business seven years.

OHIO — Columbus

HENRY H. BAUCH, President and General Manager The John Wilhelm Co., Columbus, Ohio, was born in Columbus August 6, 1887, and has been in the coal business thirteen years. He was formerly with J. Rapp & Co.

RAYMOND H. BELL of the Bell Coal Co., Columbus, Ohio, was born in Racine, Ohio, April 27, 1875, and has been in the coal business seventeen years.

C. H. BOARDMAN, President Murray City Coal Co., Columbus, Ohio, General Manager King Coal Co. and also Tidewater Coal & Coke Co., was born in Akron, Ohio, November 19, 1860, and has been in the coal business forty years. He was formerly with the Akron Iron Co., Columbus & Hocking Coal & Iron Co., Greendale Coal Mining Co., and Columbus Coal Co.

WILLIAM S. CONNOR, owner of M. A. Suydam & Co., Columbus, Ohio, was born in Dayton, Ohio, February 27, 1859, and has been in the coal business forty-four years. Mr. Connor has held positions of honor in the coal associations of Ohio.

T. S. CROCKETT, President and General Manager Leckie Coal Co., Inc., Columbus, Ohio, was born in Wytheville, Virginia, December 6, 1873, and has been in the coal business twenty-one years. Mr. Crockett is also interested in the Leckie Collieries Co., Lathrop Coal Co., Panther Coal Co. and Leckie Fire Creek Coal Co. He was formerly connected with the Pocahontas Collieries Co. and Pocahontas Consolidated Co. and has had experience in both the operating and selling end of the coal business.

GLENN H. DUKES, Chief Engineer Buckeye Coal & Railway Co., Columbus, Ohio, was born in Benton Ridge, Ohio, January 18, 1867, and has been in the coal business seventeen years. He was formerly with the General Hocking Coal Co. and the Sunday Creek Coal Co.

FRED ESSEX, Secretary Essex Coal Co., Columbus, Ohio, was born in New Straitsville, Ohio, in 1888, and has been in the coal business twelve years. He is also interested in the Kimberly Coal & Land Co., Hocking Block Coal Co., The Stalter & Essex Coal Co., and the Ohio Mining Co.

FRANK EUGENE FALK, owner of the Falk Coal Co., Columbus, Ohio, was born in Akron, Ohio, April 14, 1867, and has been in the coal business sixteen years. He is also interested in the Cambria Hocking Coal Co. He was formerly Purchasing Agent of the Sunday Creek Coal Co.

CHARLES A. GIBSON, President Gibson-Spence Coal Co., Columbus, Ohio, was born in Cambridge, Ohio, December 22, 1879, and has been in the coal business fifteen years. He was previously with the W. J. Hamilton Coal Co. and the Elk Coal Co.

ELBERT E. HYDE, President and Manager Ohio River Coal Co., Columbus, Ohio, was born in Delaware County, Ohio, November 17, 1858, and has been in the coal business twenty-six years. He is also interested in Ohio coal lands. He was formerly with the Maynard Coal Co.

HENRY W. JENKINS, President Jenkins-Lama Coal Co., Columbus, Ohio, was born in Zanesville, Ohio, in 1881, and has been in the coal business sixteen years. He is a Director of the Greendale Mining Co. He was formerly with the Columbus & Hocking Coal & Iron Co. and the Borderland Coal Sales Co.

FRANK KOEHNE, Columbus, Ohio, was born in Germany December 7, 1849, and has been mining and selling coal thirty-five years. He was with Slater & Poston and the General Hocking Fuel Co. In 1917 he bought a mine at Viper, Kentucky, but sold out in January, 1918.

AUGUSTUS W. KUHNS, Sales Manager Peacock Coal Co., Columbus, Ohio, was born in Chicago, Illinois, in 1879, and has been in the coal business thirteen years. He was with Hunter W. Finch & Co. seven years.

WILLIAM A. LAMA, Secretary Jenkins-Lama Coal Co., Columbus, Ohio, was born in Wilsonville, Ohio, in 1876, and has been in the coal business twenty-one years. He was formerly with the Hocking Domestic Coal Co., J. M. Lama Coal Co. and Hatton, Brown & Co.

JOHN C. LAWLER, General Manager John L. Lawler & Son, Columbus, Ohio, was born in Minerton, Ohio, October 8, 1887, and has been in the coal business thirteen years.

JOHN C. McINTYRE, General Manager Gem Coal & Supply Co., Columbus, Ohio, was born in Columbus November 29, 1889, and has been in the coal business ten years. He has served as Vice President of the Columbus Coal Exchange.

WALTER D. McKINNEY, Secretary Southern Ohio Coal Exchange, Columbus, Ohio, was born in Dayton, Ohio, in 1864, and has been in the coal business for some years.

SIDNEY A. McMANIGAL, President Maple Hill Coal Co., Columbus, Ohio, was born in Pennsylvania in 1857, and has been in the coal business thirty-four years. He was formerly with the Columbus & Hocking Coal & Iron Co. and the Maple-Gallea Coal Co.

H. S. MERVIN, Secretary and Treasurer New Pittsburgh Coal Co. and Resident Treasurer Pittsburgh Coal Co., Columbus, Ohio, was born in Zanesville, Ohio, and has been in the coal business sixteen years.

J. C. MILLER, General Manager Blast Furnace Division of The American Rolling Mill Co., Columbus, Ohio, was born in Madison Furnace, Ohio, February 15, 1874, and has been in the coal business sixteen years. He is President of the Southern Ohio Portland Cement Co., with coal lands in Southern Ohio, and a Director of the Portsmouth-Solvay Coke Co., with coal mines in Pike County, Kentucky, and by-product coke ovens at Portsmouth, Ohio.

JOHN W. MOORE, President Elk Coal Co., Columbus, Ohio, was born in Newark, Ohio, August 25, 1879, and has been in the coal business sixteen years. He is also President of the Jones Coal & Coke Co., D. M. Moore & Sons Co., and the Columbus Business College.

JAMES PRENDERGAST, Sales Manager The Baltimore & Ohio Coal Co., Columbus, Ohio, was born in Columbus October 14, 1882, and has been in the coal business ten years. Mr. Prendergast was formerly connected with the Pittsburgh-Belmont Coal Co., and was General Superintendent of the Morris Coal Co. before taking his present position. He was Chairman of the Joint Conference of the Miners and Operators, Cambridge District, 1916.

GEORGE FRANCIS SCHWARTZ, Vice President Hatton, Brown & Co., Columbus, Ohio, was born in Richmond, Indiana, September 11, 1884, and has been in the coal business sixteen years. He was formerly with the Sunday Creek Coal Co. and the Buckeye Coal & Railway Co.

DAVID SHERTZER, President and Manager Hamilton-Parker Fuel & Supply Co., Columbus, Ohio, was born in Michigan December 4, 1856, and has been in the coal business twenty-six years. He was formerly with J. Rapp & Co., Columbus Coal & Lime Co., Ohio Coal & Foundry Supply Co., and Statler Coal Co.

PAUL G. SPENCE, Secretary and Treasurer Gibson-Spence Coal Co., Columbus, Ohio, was born near Cambridge, Ohio, July 11, 1883, and has been in the coal business six years.

JOHN MYERS TAYLOR, President John M. Taylor Coal Co. and The Taylor-Williams Coal Co., Columbus, Ohio, was born in Columbus February 13, 1867, and has been in the coal business thirty-one years. He was formerly with the Sunday Creek Coal Co. He has served as President of the Columbus Retail Coal Dealers Association.

WILLIAM S. TAYLOR, Western Sales Agent Leckie Coal Co., Columbus, Ohio, was born in 1861 at Langley, Virginia, and has been in the coal business for twenty-two years. Mr. Taylor has many warm friends in the coal trade and was formerly connected with the Allegheny Coal Co. of Washington, D. C., and the Kellys Creek Collieries Co. of Charleston, West Virginia.

DAVID C. THOMAS, President D. C. Thomas Coal Co., Columbus, Ohio, was born in Johnstown, Pennsylvania, September 10, 1861, and has been in the coal business forty-one years. He is also interested in the Piney Fork Coal Co. He was formerly with the Courtright Coal Co., Continental Coal Co., Pittsburgh Coal Co., and United Coal Co.

F. R. WEISZ, Columbus, Ohio, President and Manager Powells Run Coal Co., was born in Columbus, Ohio, in April, 1856, and has been in the coal business thirty-one years.

WALTER H. WHISSEN, General Manager and Treasurer Murray City Coal Co., Columbus, Ohio, was born in Newark, Ohio, August 2, 1878, and has been in the coal business twenty-one years.

JOHN H. WINDER, President Sunday Creek Coal Co., Columbus, Ohio, was born in Raleigh, North Carolina, August 23, 1862, and has been in the coal business twenty years. He was formerly with the Clinchfield Coal Corp. He was Chairman of the Operators of the Central Competitive Field, succeeding Frank L. Robbins in 1906.

BENJAMIN F. WRIGHT, Vice President Leckie Coal Co., Columbus, Ohio, was born in Clarksville, Virginia, July 26, 1874, and has been in the coal business nine years.

EDMOND NITSCHKE YANTES, Secretary, Treasurer and General Manager The Fifth Avenue Coal Co., Columbus, Ohio, was born in Columbus May 13, 1893, and has been in the coal business seven years.

ELMER WILLIS YANTES, President The Fifth Avenue Coal Co., Columbus, Ohio, was born in Columbus in 1853, and has been in the coal business twenty-six years. He has served as President of the Columbus Coal Exchange ever since its organization in 1912.

OHIO — Toledo

ALBERT G. BLAIR, JR., President A. G. Blair Mining Co., with offices in the Spitzer Building, Toledo, Ohio, was born at Toledo, June 19, 1872, and has been in the coal business almost a quarter of a century. Mr. Blair is also Secretary of the A. G. Blair Co. and was formerly connected with J. H. Somers & Co., Cleveland, Ohio.

JOHN LOUIS BUESCHEN, doing a retail coal business at 1812 Starr Ave., Toledo, Ohio, was born in Toledo January 5, 1884, and has been in the coal business for fourteen years. He is a son of Anton Bueschen.

WILLIAM M. BUESCHEN, retail coal merchant at 3129 Maplewood Ave., Toledo, Ohio, was born in Toledo January 8, 1882, and has been in the coal business for himself for eight years. He was associated with his father, Anton Bueschen, for ten years before branching out for himself.

FRANK R. CORNELL, President Home Fuel & Supply Co., 2303 Broadway, Toledo, Ohio, was born in Toledo, December 3, 1884, and has been in the coal business four years. Mr. Cornell was previously Traveling Freight Agent for the Wabash Railway and prior to that was employed by the Powhatan Coal Co.

SAM DAVIS, prominent retailer with offices at 1502 Elm St., Toledo, Ohio, was born in Toledo June 27, 1883. He has been in the coal business for eleven years and now handles a large tonnage.

GEORGE M. GANG, Secretary of the France Coal Co. with offices in the Spitzer Building, Toledo, Ohio, was born in Toledo, November 7, 1898, and has been in the coal business since 1913.

CARL J. GIESE, Manager and Treasurer of the Giese Bros. Co., doing a large retail coal business with two yards, at 1724 Starr Ave. and 4093 Detroit Ave., Toledo, Ohio, was born in Fremont, Ohio, May 25, 1877, and has been in the coal business five years. Mr. Giese was formerly connected with the Crescent Fuel Co. and the Toledo Fuel Co.

EDGAR C. HALL, General Sales Agent of the Elmer Miller Coal Co., Nicholas Building, in Toledo, Ohio, was born at Bluffton, Ohio, March 3, 1887, and has been in the coal business fifteen years. Mr. Hall was formerly connected with the Powhatan Coal Co. of Toledo.

G. HERMAN, founder of G. Herman & Son, retail coal merchants at Toledo, Ohio, was born in Germany in 1836, and has been in the coal business for thirty-six years. Although he has now retired, the business is being continued under the same firm name.

RALPH E. HERMAN, Manager of G. Herman & Son, retailers doing business at 1402 Summit St., Toledo, Ohio, was born at LaSalle, Michigan, March 20, 1868, and has been in the coal business for thirty years.

CLYDE H. HOYT, Secretary and Treasurer of the Clyde H. Hoyt Co., wholesalers with offices in the Nicholas Building, Toledo, Ohio, was born at Liberty Center, Ohio, September 4, 1879, and has been in the coal business for eighteen years. Mr. Hoyt was formerly connected with the Hiawatha Coal Co., New York Coal Co., and W. P. Hubbs.

ANDREW J. JOHNSON, a partner in the Johnson Coal Co., wholesalers with offices in the Spitzer Building, Toledo, Ohio, was born at Toledo, January 12, 1869, and has been in the coal business ten years.

ARTHUR L. JOHNSON, General Manager and partner with the Johnson Coal Co., wholesalers with offices in the Spitzer Building, Toledo, Ohio, was born at Toledo, April 18, 1879, and has been in the coal business twenty-two years. Mr. Johnson was formerly connected with John T. Solon and Solon Lowery Mining Co., both of Toledo.

LESLIE G. MILLER, Manager of the Miller Coal Co., doing a retail business at Millard Ave. and T. T. Ry., Toledo, Ohio, was born at Toledo, January 31, 1893, and has been in the coal business for five years. Mr. Miller also does a general motor trucking business.

JOHN NAGY, retailer doing business at 2012 Front St., Toledo, Ohio, was born at Lanez, Hungary, January 14, 1869, and has been in the coal business for twenty years.

MICHAEL C. SULLIVAN, Agent M. A. Hanna & Co., large wholesalers with offices in Toledo, Ohio, was born in Ireland July 10, 1862, and has been in the coal business for sixteen years. Mr. Sullivan is also interested in the Ironville Dock & Coal Co.

ARLO A. TAYLOR of the A. A. Taylor Coal Co., wholesalers at Toledo, Ohio, with offices in the Ohio Building, was born in Toledo October 27, 1880, and has been in the coal business fifteen years. Mr. Taylor was previously connected with the M. A. Hanna Coal Co., Frisbie-Morgan Coal Co., and the Toledo Coal Sales Co.

ROBERT W. TAYLOR, Secretary and General Manager of the Home Fuel & Supply Co., doing a retail coal business at Toledo, Ohio, was born in Toledo in 1882 and has been in the coal business five years.

JOHN M. VOLLMAYER, retail coal merchant in business at Toledo, Ohio, was born in Toledo April 26, 1864, and has been in the coal business for thirty years. Mr. Vollmayer is continuing the business started by his father, John Vollmayer, in 1870.

A. BOYD WILSON, Sales Agent of the Cleveland & Western Coal Co., doing a wholesale coal business, with offices in the Second National Bank Building, Toledo, Ohio, was born in Madison County, Ohio, December 6, 1892, and has been in the coal business for two years.

OHIO

CLARENCE J. AMOS, Portage, Ohio, was born in Portage January 23, 1884, and has been in the coal business eight years.

JAMES H. ANDREW, General Manager of the retail coal business of Andrew Bros., Cedarville, Ohio, was born in Cedarville September 6, 1848, and has been in the coal business over forty years.

JAMES C. ANKNEY of Ankney & Co., Sycamore, Ohio, was born in Sycamore October 2, 1870, and has been in the coal business three years.

N. ESTA ARNOLD of the Chapman Coal & Supply Co., Marion, Ohio, was born in Pomeroy, Ohio, July 23, 1868, and has been in the coal business fifteen years. He is now interested in a mine at Moxahola, in the Thin Vein district of Ohio. He was for nine years Sales Agent for the Jones & Adams Coal Co., Chicago. He was formerly with W. P. Hubbs and the Charter Oak Coal Co., Toledo.

AUGUSTUS ASHWORTH, owner of the Ashworth Coal Co., Middletown, Ohio, was born in Ohio in 1855, and has been in the coal business fifteen years. Previously to his present business proposition he was buyer fifteen years for the Tylus-Gardner Paper Co.

GEORGE S. BACON, Manager Bacon & Son, Leesburg, Ohio, was born in Leesburg, and has been in the retail coal business eleven years.

L. E. BALDWIN, West Liberty, Ohio, was born in West Liberty April 3, 1868, and has been in the coal business sixteen years. He was formerly with Baldwin & Elliott.

LUMAN BALYEAT, President Balyeat Coal & Builders Supply Co., Van Wert, Ohio, was born in Van Wert County, Ohio, September 23, 1863, and has been in the coal business fourteen years.

JAMES H. BARNETT of Barnett & Dustman, Columbus Grove, Ohio, has been in the coal business three years.

HENRY O. BARNT, Secretary, Treasurer and General Manager Lutz, Barnt & Lutz, Delphos, Ohio, was born in Elida, Ohio, June 22, 1883, and has been in the retail coal business ten years.

CHARLES O. BARNTHOUSE, retail coalman of Agosta, Ohio, was born in Marion County, Ohio, July 30, 1868, and has been in the coal business for thirteen years.

FRED W. BAUER, Springfield, Ohio, with Rogers, Brown & Co., Cincinnati, Ohio, was born in Springfield November 9, 1878, and has been in the coke business sixteen years.

J. E. BAUMGARTNER, President Minglewood Coal Co., Wellston, Ohio, was born in North Lawrence, Ohio, February 6, 1880, and has been in the coal business twenty-six years. He is also interested in the Detroit & Wellston Coal Co. and the Milton Colliery Co. He was formerly with M. A. Hanna & Co. and General Manager of the Superior Colliery Co.

CHAS. A. BECHERER, Secretary and Manager of the Crystal Park Lumber & Coal Co., Canton, Ohio, has been in the coal business for seven years.

ESTEL R. BECK, retail coal merchant at Bethel, Ohio, was born in Bethel March 16, 1882, and has been in the coal business since 1916. He succeeded G. O. Rush at Bethel.

E. F. BECKERT of Beckert Bros., Piqua, Ohio, was born in Piqua thirty-two years ago, and has been in the retail coal business six years.

F. A. BECKERT of Beckert Bros., Piqua, Ohio, was born in Piqua thirty-seven years ago, and has been in the retail coal business thirteen years. He was formerly with E. M. Wilbee.

JOHN A. BENNETT, Ravenna, Ohio, was born in Niagara County, New York, and has been in the retail coal business twenty-three years.

CHARLES J. BENTON, President Chapman Coal Co., Jackson, Ohio, was born in Potter County, Pennsylvania, November 6, 1860, and has been in the coal business thirty-five years, with the same company. He is Secretary of the Jackson County Coal Club.

ALEXANDER BERGER, retail coal merchant of Berea, Ohio, was born in Germany, December 29, 1853, and has been in business for himself thirty-one years.

THOMAS R. BIDDLE, Vice President and General Manager of the Morris-Poston Coal Co. of Athens, Ohio, was born in Pleasant County, West Virginia, in November, 1863, and has been in the coal business for sixteen years. He is also Treasurer of the Poston Consolidated Coal Co., Vice President of the Sugar Creek Coal & Mining Co., and a Director of the Millfield Coal & Mining Co.

WALLACE C. BIERCE, Cuyahoga Falls, Ohio, was born in Tallmadge, Ohio, September 5, 1863, and has been in the retail coal business six years.

IRA F. BIGONY, Manager The Fuel & Supply Co., Lebanon, Ohio, was born in Fairfield County, Ohio, in 1864, and has been in the retail coal business three years.

LLOYD B. BIRNEY, Secretary and Treasurer of the Puritan Coal Co., Cambridge, Ohio, was born in Harrison County, Ohio, October 18, 1875, and has been in the coal business nine years. Before coming with this firm Mr. Birney was connected with the Central National Bank of Cambridge for eight years.

F. G. BLACK is Manager of the retail coal business of M. L. Branyan & Bro., Mansfield, Ohio.

W. F. BLACK of W. F. Black & Co., Good Hope, Ohio, was born in Danville, Ohio, in 1861, and has been in the coal business thirteen years.

WILLIAM HENRY BLANEY, President and General Manager of the Little Gem Coal Co. of Cannelville, Ohio, was born at Pomeroy, Ohio, November 28, 1858, and has been in the coal business for twenty years. Mr. Blaney was formerly connected with Walnut Hill Coal Co., Duncan Run Coal Co., Oak Knob Coal Co., W. H. Blaney Coal Co., Red Bud Coal Co., Rose Hill Coal Co., Black Hawk Coal Co., and Big Creek Coal Co.

FRANK H. BOGARDUS, owner Scioto Coal & Feed Co., Kenton, Ohio, was born in Kenton August 17, 1878, and has been in the retail coal business six years.

WILLIAM BOREN, doing a retail coal business at Ashland, Ohio, was born in Beaver County, Pennsylvania, on May 5, 1850, and has been in business for thirty-five years at Ashland.

T. A. BOYD, Manager Richards & Boyd, New Paris, Ohio, was born in Tipton, Indiana, October 30, 1859, and has been in the coal business thirteen years.

M. L. BRANYAN of M. L. Branyan & Bro., Mansfield, Ohio, has been in the retail coal business thirty-five years.

CHARLES C. BRONSON, retail coal merchant at Bloomville, Ohio, was born in Adrian, Michigan, November 22, 1863, and has been in the coal business five years.

HARRY BROWN, President Miners Block Coal Co., Rayland, Ohio, was born in England September 6, 1879, and has been in the coal business twenty-four years. He is also interested in the Bertha Coal Co. He was formerly with the Pittsburgh-Buffalo Coal Co.

AMOS BRUBAKER of Amos Brubaker & Son, Ohio City, Ohio, was born in Ashland, Ohio, in 1858, and has been in the coal business eight years.

FOREST BRUBAKER of Amos Brubaker & Son, Ohio City, Ohio, was born in Ohio City in 1892, and has been in the coal business eight years.

LEWIS J. BUCHER, Superintendent Bucher Bros. Coal Co., New Philadelphia, Ohio, was born in Mineral City, Ohio, June 6, 1876, and has been in the coal business eight years.

CHARLES M. BURRIS, Dresden, Ohio, was born in Dresden, June 12, 1852, and has been in the retail coal business ten years.

C. W. CAINE, retail coal merchant doing business at Cleves, Ohio, is a native of Cleves, born in 1870, and has been in the coal business for fifteen years.

G. MORGAN CALLANDER, Secretary and Treasurer Kirby-Callander Co., Painesville, Ohio, was born in Painesville, and has been in the coal business seventeen years.

REESE GARRETT CALVERT, Selma, Ohio, was born in Newtown Square, Pennsylvania, January 21, 1857, and has been in the retail coal business thirty-four years.

JAMES A. CAMERON, General Superintendent of the Morris Coal Co., doing a retail business at Cambridge, Ohio, was born in London, Ontario, Canada, September 10, 1891, and has been in the coal business five years. Mr. Cameron was formerly connected with the Pond Creek Coal Co., United States Coal & Oil Co., and the Ellsworth Collieries Co. He is now serving in the United States Army as First Lieutenant, 319th Engineers.

GEORGE W. CASSINGHAM, President and General Manager Oden Valley Coal Co., Coshocton, Ohio, was born in Coshocton January 8, 1867, and has been in the coal business thirty-one years. He was formerly with the Hudson Coal Co.

ARNOLD F. CHAMPNEY, half owner Ackelson & Champney, Oberlin, Ohio, was born in Vermilion, Ohio, January 29, 1871, and has been in the coal business twelve years.

H. G. CLORE, President and Manager Fostoria Ice & Coal Co., Fostoria, Ohio, was born in Rising Sun, Indiana, in 1863, and has been in the coal business eight years.

HORACE ELLSWORTH COLE, President Midvale Coal Co., Midvale, Ohio, was born in Dellroy, Ohio, April 11, 1862, and has been in the coal business sixteen years. He was formerly with the Royal Goshen Coal Co.

JOHN B. CONNERS of the J. B. Conners Coal Co., Dayton, Ohio, was born in Toronto, Canada, June 4, 1856, and has been in the coal business fourteen years. He has served as President of the Dayton Coal Exchange. Thirty-four years of his life was passed in railroading.

JAY F. CONVERSE, Sales Manager of the Stillwater Coal Mining Co. of Akron, Ohio, was born at Grafton, Ohio, July 1, 1875, and has been in the coal business for sixteen years. Mr. Converse is also President and Treasurer of the Quaker Coal Co. and was formerly connected with the Cuyahoga Coal Co. and Steiner Coal Co., both of Cleveland, Ohio.

GEORGE T. COOK of George Cook & Son, Sylvania, Ohio, was born in Sylvania September 12, 1866, and has been in the retail coal business thirteen years.

ROLLIE F. COOK of Cook's Coal & Tile Yards, Republic, Ohio, was born in Republic October 25, 1893, and has been in the coal business three years.

SETH COOK, Waynesville, Ohio, was born in 1846, and has been in the retail coal business thirty-one years.

JOHN MILTON COOLEY, General Manager and Secretary Majestic Coal Co., Nelsonville, Ohio, was born in Athens County, Ohio, May 1, 1884, and has been in the coal business fourteen years. He was formerly with the New York Coal Co. and the Sunday Creek Coal Co.

JOHN E. COOPER, Chief Electrician of the Carnegie Steel Co., miners of Bellaire, Ohio, was born in England in 1872, and has been in the coal business for a quarter of a century. He was formerly connected with the Cooper Coal Works and is interested at present in the Bellaire mines, steel works and blast furnaces.

LEE A. CRISP, Secretary and Treasurer of John Crisp & Sons Co., Akron, Ohio, was born at Akron, May 6, 1883, and has been in the coal business for fifteen years. He is also Vice President of the Interstate Coal Mining Co. and has been Secretary and Treasurer of the Akron Coal Club for three years.

NORRIS L. CURTIS, Manager and Vice President Charles L. Koch Co., Maumee, Ohio, was born in Olivet, Michigan, August 23, 1868, and has been in the retail coal business twenty-six years. He has other coal interests at Perrysburg and Waterville. He was formerly with F. J. Matzinger.

E. A. CUTLER, Russellville, Ohio, was born in Russellville November 27, 1855, and has been in the retail coal business six years.

A. M. DAUGHERTY, Manager Daugherty & Co., Derby, Ohio, was born in Franklin County, Ohio, June 10, 1872, and has been in the retail coal business sixteen years. He was formerly with Jones & Co.

HARRY GIBSON DAVID, Findlay, Ohio, was born in Cleveland, Ohio, August 18, 1875, and has been in the coal business thirteen years. He was formerly with Howe & David.

B. T. DAVIS, Westerville, Ohio, was born in Dublin, Ohio, June 28, 1848, and has been in the retail coal business thirty-one years. He was formerly with Adams & Davis.

DAVID DAVIS, Conesville, Ohio, was born in Conesville June 17, 1884, and has been in the coal business since 1885. Mr. Davis has had experience in all branches of the coal industry and now has active charge of coal properties consisting of 3,000 acres, with two plants each and with three miles of railway. Aside from being a pioneer coal man Mr. Davis served his country in the Civil War, having enlisted when but seventeen years of age.

ALBERT NEWTON DEATON, General Manager A. N. Deaton & Son, Dayton, Ohio, was born in Donnelsville, Ohio, in 1859, and has been in the retail coal business fourteen years. He was formerly with J. C. Ensley.

CHARLES F. DECKER, Vermilion, Ohio, was born in Vermilion November 9, 1862, and has been in the retail coal business thirty-two years. He was formerly with Decker Bros.

E. K. DELANEY, President Burlington Coal Co., Martins Ferry, Ohio, was born in Short Creek, West Virginia, February 14, 1862, and has been in the coal business six years.

S. L. DEMONGE, Fayetteville, Ohio, was born in France in 1858, and has been in the coal business eight years.

THEO. DETWILER, retail coal merchant at Brookville, Ohio, was born in Brookville July 3, 1858, and has been in the coal business twelve years.

CHARLES DIENSTBERGER, Delphos, Ohio, was born in Delphos July 21, 1854, and has been in the coal business forty-one years, succeeding his father.

L. C. DOUGLASS, Manager L. C. Douglass & Co., Jefferson, Ohio, has been in the retail coal business nineteen years.

M. R. DOWNING, coal jobber and operator, Middleport, Ohio, was born in Middleport August 4, 1870, and has been in the coal business sixteen years. He was formerly with the Cincinnati Gas, Coke, Coal & Mining Co., Smokeless Fuel Co., Jackson Coal & Coke Co., and West Virginia Standard Coal Co.

BERT DRAKE of Lewis & Drake, Lebanon, Ohio, was born near Lebanon October 18, 1872, and has been in the retail coal business sixteen years.

JOHN C. DRAKE, Kimball, Ohio, was born in North Monroeville, Ohio, December 13, 1860, and has been in the retail coal business twenty-eight years.

PIERRE W. DRAKE, Yellow Springs, Ohio, was born January 6, 1876, and has been in the coal business six years.

ELMER DREW of Drew Bros., retailers of Arcanum, Ohio, was born at Arcanum in 1870, and has been in the coal business for ten years.

CARL F. DUDTE, Manager C. F. Dudte & Co., Loudonville, Ohio, was born in Loudonville December 31, 1888, and has been in the retail coal business nine years.

EDWARD F. DUERR, Hamilton, Ohio, was born in Hamilton August 26, 1882, and has been in the retail coal business fifteen years.

JOHN G. ECKMAN, Secretary, Treasurer and Manager Eckman Coal Co., Girard, Ohio, was born in Niles, Ohio, January 4, 1874, and has been in the coal business sixteen years.

F. W. ELBRECHT of the Piqua Coal & Iron Co., Piqua, Ohio, was born in Hanover, Germany, August 25, 1853, and has been in the coal business twenty-four years.

C. F. ELSCHLAGER, Georgetown, Ohio, was born in Brown County, Ohio, May 17, 1860, and has been in the coal business fourteen years. He was formerly with John Donald.

CALVIN ESSEX, President Essex Coal Co., Statler & Essex Coal Co., Lost Run Coal Co. and Halestock Coal Co., New Straitsville, Ohio, was born in Morgan County, Ohio, August 5, 1848, and has been in the coal business twenty-four years.

CHARLES ESSEX of the Essex Coal Co., New Straitsville, Ohio, was born in New Straitsville August 13, 1874, and has been associated in the coal business with his father, Calvin Essex.

FRED ESSEX, Manager Essex Coal Co., New Straitsville, Ohio, was born in New Straitsville thirty years ago. He is in charge of the Columbus office.

ROBERT LOGAN ESSEX, Superintendent Essex Coal Co., New Straitsville, Ohio, was born in New Straitsville January 6, 1886, and has been in the coal business eleven years.

EVAN E. EUBANKS, President Rowland Block Coal & Clay Co., Jackson, Ohio, was born in Jackson October 13, 1872, and has been in the coal business six years. He is also interested in the Ohio & Indiana Collieries Co. He was formerly with the Wood Coal Co.

ED. T. EVANS, General Manager T. J. Evans Coal Co., Coalton, Ohio, was born in Oak Hill, Ohio, April 6, 1869, and has been in the coal business since 1888. Mr. Evans has other coal interests in Eastern Ohio and Kentucky.

WALTER D. J. EVERETT, West Milton, Ohio, was born in West Milton February 5, 1859, and has been in the retail coal business thirty-five years.

FRANK FARQUHAR, Wilmington, Ohio, was born in Clinton County, Ohio, April 10, 1835, and has been in the retail coal business seventeen years.

MRS. J. T. FENNESSY, Urbana, Ohio, was born in St. Paris, Ohio, April 17, 1874, and has been in the retail coal business three years.

CONRAD C. FERNSELL, President and Treasurer Reeves Coal Co., New Philadelphia, Ohio, was born in Strasburg, Ohio, November 24, 1882, and has been in the coal business five years.

E. M. FINDLEY, Edge Hill, Bellaire, Ohio, was born in Freeport, Pennsylvania, October 31, 1870, and has been in the coal business eighteen years. He was Mine Manager for the West Virginia-Pittsburgh Coal Co. and the Lewis-Findley Coal Co. Mr. Findley organized the first electric coal stripping company.

H. R. FINFROCK of H. R. Finfrock & Son, retailers at Brookville, Ohio, is a native of Brookville, and has been in the coal business for fourteen years. He was formerly connected with Detwiler & Finfrock.

ALBERT L. FLACK, Holmesville, Ohio, was born in Holmesville January 4, 1875, and has been in the retail coal business four years.

PAUL B. FLACH, Manager Flach Bros., Piqua, Ohio, was born in Charleston, South Carolina, May 10, 1873, and has been in the retail coal business twenty-five years.

WM. H. FLACH of Flach Bros., Piqua, Ohio, was born in Charleston, South Carolina, October 2, 1871, and has been in the retail coal business twenty-five years.

J. R. B. FLAGG, General Manager The Anderson-Shaffer Co., Hamilton, Ohio, was born in Hamilton April 25, 1881, and has been in the retail coal business six years.

J. F. FLANNIGAN of J. F. Flannigan & Son, Portsmouth, Ohio, was born in Mount Savage, Maryland, March 16, 1848, and was in the retail coal business up to his sudden death January 27, 1918. The business is being continued under the same name.

HOMER A. FORSYTHE, Treasurer and General Manager Forsythe Coal Co., Cambridge, Ohio, is a native of Cambridge, and has been in the coal business twenty-six years. He is also interested in the Pittsburgh-Belmont Coal Co. and the Number Eight Coal Co. He was formerly connected with the New Camb-Coal Mining Co.

CHARLES F. FRANKLIN, Secretary and Manager of the Franklin Bros. Co. of Akron, Ohio, was born at Cleveland, Ohio, April 28, 1873, and has been in the coal business for three years.

LEWIS F. FREDERICK, Manager of B. F. Frederick & Son, Akron, Ohio, was born in Copley, Ohio, August 28, 1880, and has been in business four years.

JOHN D. FREYHOF, Glendale, Ohio, was born in Glendale May 16, 1864, and has been in the retail coal business thirty-four years. He was formerly with Dooley & Freyhof and Freyhof & Lehrer.

CORNELIUS FRIEDLY of C. Friedly & Sons, Dunkirk, Ohio, was born in Stark County, Ohio, May 27, 1849, and has been in the coal business forty-one years. Associated with him are his three sons, who took over the management of the business in 1913.

OHLEN FRIEDLY of C. Friedly & Sons, Dunkirk, Ohio, was born in Dunkirk in 1876, and has been in the coal business thirty-one years.

WILLARD GALLEHER, President Delaware Ice & Coal Co., Delaware, Ohio, was born in Delaware in 1858, and has been in the coal business thirty-one years.

ELMER E. GANSTER President Ganster-Keller Coal Co., Dayton, Ohio, was born in Phoenixville, Pennsylvania, October 7, 1868, and has been in the coal business eighteen years. He has served as Secretary of the Dayton Coal Exchange.

KARL W. GANSTER, Vice President Ganster-Keller Coal Co., Dayton, Ohio, was born in Dayton April 20, 1890, and has been in the coal business five years.

AUGUSTUS H. GAUMER of the Gaumer Coal Co., Urbana, Ohio, was born in Urbana, and has been in the coal business five years, succeeding H. C. Johnson.

GEORGE E. GAUMER of the Gaumer Coal Co., Urbana, Ohio, was born in Urbana, and has been in the retail coal business five years.

JACOB F. GEPHART, General Manager Versailles Grain Co., Versailles, Ohio, was born in Shelby County, Ohio, September 15, 1864, and has been in the retail coal business fourteen years. He was formerly with Gephart & Hile, Moffit Grain Co., Russia Grain Co., and Ansonia Grain Co.

GEORGE F. GERMAIN, President Corning Mining Co., Corning, Ohio, was born in Petrolia, Ontario, Canada, February 9, 1879, and has been in the coal business three years.

EMMETT GHERST, Sales Manager at Cleveland, Ohio, for Weston Dodson & Co., Bethlehem, Pennsylvania, was born in Lebanon, Pennsylvania, January 5, 1881, and has been in the sales end of the coal business two years.

CHARLES FREMONT GILL, Richwood, Ohio, was born in Richwood June 9, 1856, and has been in the coal business thirty-seven years.

CHARLES S. GINN, President The Ginn Co., Ironton, Ohio, was born in New England, Ohio, January 25, 1866, and has been in the coal business twenty-five years.

HARVEY GLASS, Minerva, Ohio, was born in East Rochester, Ohio, July 28, 1876, and has been in the retail coal business two years.

J. W. GOMPF, Waldo, Ohio, was born in Waldo May 29, 1873, and has been in the retail coal business twenty-two years.

JAMES GARFIELD GRAHAM, General Manager of the Navarre Street Coal Co., Canton, Ohio, was born in Wooster, Ohio, September 3, 1885, and has been in the coal business two years. Mr. Graham is now a Lieutenant in the Service.

R. W. GRAHAM, Manager Liberty Center Grain & Stock Co., Liberty Center, Ohio, was born in Wood County, Ohio, September 29, 1888, and has been in the retail coal business four years. He was formerly with Cruikshank & Wright and Cruikshank & Bennett.

C. P. GRESS, New Bremen, Ohio, was born in New Bremen April 15, 1861, and has been in the retail coal business thirty-six years.

CHARLES E. GRUBE of the Charles E. Grube Coal Co., Springfield, Ohio, was born in Springfield November 30, 1865, and has been in the retail coal business eleven years.

JOHN H. GRUTE, Sales Agent at Cleveland, Ohio, for The Pocock Coal Co., Massillon, Ohio, was born in Youngstown, Ohio, October 19, 1851, and has been in the coal business thirty-four years. He was formerly connected with the Lake View Coal Co. of Akron, Ohio, and the Todd-Stambaugh Co. of Cleveland.

FRANK J. HALL, Secretary and Treasurer Jackson & West Virginia Fuel Co., Dayton, Ohio, was born in Wellston, Ohio, August 21, 1875, and has been in the coal business twenty-one years. He is also interested in the Remple Fuel Co.

VORIS E. HALL, President and General Manager Jackson & West Virginia Fuel Co., Dayton, Ohio, was born in Coalton, Ohio, and has been in the coal business forty-one years. He is Manager of the Jackson Low Ash Coal Co.

J. A. HAMILTON of the Niles Fuel & Supply Co., Niles, Ohio, has been in the coal business four years.

FRANK K. HAMMETT, Leipsic, Ohio, was born in Covington, Ohio, March 21, 1861, and has been in the retail coal business thirty-seven years.

ERNST F. HANSON, Secretary, Treasurer and General Manager The E. F. Hanson Co., Wauseon, Ohio, was born in Norwalk, Ohio, in 1882, and has been in the retail coal business sixteen years. He was formerly with Bartlett & Hanson.

J. C. HARING, Massillon, Ohio, Secretary and Treasurer Pocock Coal Co. and President and Treasurer of the Massillon City Coal Co. and of the Massillon-Belmont Coal Co., was born in Wurtemberg, Germany, August 7, 1846, and has been in the coal business twenty-one years.

W. J. HARPER, Manager Indian Coal Co., Wauseon, Ohio, was born in Ontario, Canada, March 21, 1854, and has been in the retail coal business six years.

E. A. HARRIS, Secretary and Manager Crystal Ice & Coal Co., Lima, Ohio, was born in Ohio in 1891, and has been in the retail coal business six years.

HARRY D. HARRIS, Marysville, Ohio, was born in Delaware County, Ohio, April 20, 1868, and has been in the coal business two years.

LUCIUS F. HARRIS, junior member of Harris Bros., retailers at Chagrin Falls, Ohio, was born in Chagrin Falls, February 5, 1874, and has been in the coal business for twenty years. He was formerly connected with Baer & Rehbery.

STANLEY P. HARRIS, Secretary and Manager Springfield Coal & Ice Co., Springfield, Ohio, was born in Champaign, Illinois, January 7, 1872, and has been in the retail coal business six years.

C. M. HARRISON of Harrison Bros., Wauseon, Ohio, was born in Wauseon, Ohio, November 16, 1871, and has been in the coal business twenty-two years.

ERVIN HARSH, Kensington, Ohio, was born in Augusta, Ohio, January 15, 1876, and has been mining coal five years.

SAMUEL HART, retail coal merchant at Bradford, Ohio, was born at Richmond, Indiana, January 17, 1866, and has been in the coal business for fifteen years.

SHERMAN S. HEABLER, Manager and a member of the coal firm of Heabler & Heabler of Attica, Ohio, was born in Sandusky, Ohio, February 27, 1874, and has been in the coal business since 1906. This firm owns and operates the Attica Flour Mills and Elevator, the latter formerly known as the J. I. Friedley Elevator. Sheridan L. Heabler, a brother, and Kenneth J. Heabler, a cousin, are also interested in the firm.

THOMAS HEAP, Urbana, Ohio, was born in Littleborough, England, August 9, 1862, and has been in the coal business thirteen years.

GERALD LEE HEILNER, President and Treasurer of the Crystal Park Lumber & Coal Co., doing a retail coal business at Canton, Ohio, was born at Dalton, Ohio, September 9, 1888, and has been in the coal business for seven years.

HERBERT B. HEIMANN of Heimann Bros., retailers of coal at Cuyahoga Falls, Ohio, is a native of Massillon, Ohio, born August 8, 1886, and has been in the coal business for one year.

LEE C. HEINLON, Manager of the Bucyrus Lumber Co., doing a retail coal business at Bucyrus, Ohio, was born in Bucyrus June 23, 1885, and has been in the coal business fifteen years.

LOUIS H. HELLING, Treasurer and Manager Burlington Coal Co., Martins Ferry, Ohio, was born in Martins Ferry April 8, 1886, and has been in the coal business eleven years. He was formerly with Helling Bros.

CHARLES H. HERNER of Herner Bros., Newton Falls, Ohio, was born in Newton Falls, March 25, 1865, and has been in the retail coal business twenty-seven years.

WILLIAM P. HIEGEL, Dawn, Ohio, was born in Shelby County, Ohio, and has been in the retail coal business three years.

M. K. HITCHCOCK, Sales Agent, Portsmouth, Ohio, was born in Sciotoville, Ohio, June 15, 1887, and has been in the coal business seven years. He was formerly with the Black Fork Co.

EDWARD HITE, Martins Ferry, Ohio, was born in Peoria, Illinois, October 18, 1870, and has been in the coal business thirty-one years. Mr. Hite leases and operates the Laughlin mine of the United States Steel Co. He has been a coal operator twenty years.

CHARLES DELNOW HOPKINS, President and Treasurer of the Hocking Mining Co. and the Eureka Coal Co., Athens, Ohio, was born in Athens July 28, 1869, and has been in the coal business twenty years.

D. E. HOWELL, Lewisburg, Ohio, was born in Lewisburg March 13, 1875, and has been in the retail coal business three years.

CURTIS G. HURSH, President of the Hursh Coal Co., retailers at Canton, Ohio, was born at Minerva, Ohio, February 17, 1869, and has been in the coal business for ten years.

DANIEL HUDSON of the Dan Hudson Coal Co., Coshocton, Ohio, was born in Coshocton in 1870, and has been in the coal business thirty-one years.

FRANK R. HURLEY, Manager of the Stiles Co., Xenia, Ohio, was born in New Burlington, Ohio, November 23, 1871, and has been in the retail coal business twenty-two years.

E. A. HURSH, Vice President of the Hursh Coal Co. of Canton, Ohio, was born at Minerva, Ohio, December 6, 1872, and has been in the coal business for six years. He was formerly Manager of the City Coal Co.

F. M. HURSH, Secretary and Treasurer of the Hursh Coal Co., doing retail business at Canton, Ohio, was born at Kilgore, Ohio, October 8, 1858, and has been in the coal business for thirteen years. This company has two yards, one at either end of the city.

J. S. HUTTON, Findlay, Ohio, was born in Peru, Indiana, in 1854, and has been in the coal business sixteen years.

J. B. JACKMAN of J. B. Jackman & Son, Lima, Ohio, was born in France July 27, 1837. The company does a retail coal business.

W. J. JACKMAN of J. B. Jackman & Son, Lima, Ohio, was born in Carey, Ohio, August 23, 1865, and has been in the retail coal business seventeen years.

EDWIN H. JAEGER, Secretary Sheridan Coal Co., Dayton, Ohio, was born in New Bremen, Ohio, August 29, 1884, and has been in the coal business eighteen years. He is also Secretary of the Steele Coal Co. and the Ohio Coal & Iron Co., Dayton, and the Fidelity Coal Co., Troy, Ohio.

GEORGE R. JAMES, Secretary, Treasurer and Manager The Falls Lumber Co., Cuyahoga Falls, Ohio, was born in Cuyahoga Falls in 1854, and has been in the coal business twenty-three years.

RICHARD JAMES, General Manager James Bros. Coal Co., Magnolia, Ohio, was born in Youngstown, Ohio, in 1880, and has been in the retail coal business four years.

A. M. JENKINS, Springfield, Ohio, was born in Clark County, Ohio, in 1855, and has been in the retail coal business fifteen years. He was formerly with Jenkins & Black and Jenkins & Otstat.

CHARLES E. JOHN of John Bros., Lafayette, Ohio, was born in Elida, Ohio, in 1866, and has been in the retail coal business seven years.

ALFRED CHARLES JONES, Dayton, Ohio, was born in Dayton June 9, 1869, and has been in the coal business twenty-six years. He is also a Director in the Coal Dealers' Association.

JOHN SUTPHIN JONES, Granville, Ohio, Chairman of Board Buckeye Coal & Railway Co., Columbus, Ohio, was born in Washington Court House, Ohio, January 4, 1849, and has been in the coal business twenty-nine years. He is also interested in The Jones & Adams Coal Co. and Sunday Creek Coal Co. He was formerly with the Columbus & Hocking Valley Coal & Iron Co. He is also President of the Wisconsin & Northern Railroad Co.

C. W. JOSLIN, Secretary Zanesville Coal Co., Zanesville, Ohio, was born in Albion, Pennsylvania, October 29, 1859, and has been in the coal business twenty-four years.

A. V. KENNEDY, Milford Center, Ohio, was born in Union County, Ohio, August 10, 1855, and has been in the retail coal business twenty-seven years.

ARTHUR R. KERR of A. R. Kerr & Co., retailers at Bellefontaine, Ohio, was born in Bellefontaine February 10, 1877, and has been in the coal business fifteen years. His father, R. S. Kerr, who died in 1915, was in the coal business at the same location forty years.

CHARLES F. KELLER, Secretary-Treasurer Ganster-Keller Coal Co., Dayton, Ohio, was born in Dayton November 25, 1877, and has been in the coal business twelve years.

JOHN CAMPBELL KERR, Manager Kerr & Kubbs, Shelby, Ohio, was born in Napoleon, Ohio, June 27, 1861, and has been in the retail coal business eight years.

ALBERT H. KING of Albert H. King & Co., Lemoyne, Ohio, was born in Monroe County, New York, May 3, 1845, and has been in the coal business eight years.

JAMES J. KIRBY, President Kirby-Callander Co., Painesville, Ohio, was born in Painesville June 22, 1864, and has been in the coal business thirty-eight years. He was formerly with the S. R. King Co. and Truby Coal Co.

DORR S. KNIGHT of the Knight Coal Co., Wauseon, Ohio, was born in Fulton County, Ohio, February 1, 1874, and has been in the retail coal business four years.

F. E. KRAMER of Kramer Bros., New Straitsville, Ohio, was born in New Straitsville in 1886, and has been in the coal business eleven years.

J. P. KRAMER of Kramer Bros., New Straitsville, Ohio, was born in New Straitsville in 1875, and is associated with F. E. Kramer, mining and selling their own coal.

FREDERICK J. KROMER of the F. J. Kromer Coal Co., Sandusky, Ohio, was born in Monroeville, Ohio, August 10, 1857, and has been in the retail coal business twenty years. Mr. Kromer, although sixty years of age, is a very active man.

A. FRANK KUBBS of Kerr & Kubbs, Shelby, Ohio, was born in Shelby September 4, 1884, and has been in the retail coal business two years.

H. D. KUNKLE, Secretary and General Manager of the Crystal Ice Manufacturing & Coal Sales Co., Ashtabula, Ohio, was born in Ashtabula in 1886, and has been in the coal business four years.

OTIS FRANCIS LAKE, President Otis F. Lake Coal & Ice Co., Dayton, Ohio, was born in Jackson County, Ohio, November 11, 1877, and has been in the coal business twenty years.

CHARLES C. LAMAN, Manager Laman Bros., Spencerville, Ohio, was born in Allen County, Ohio, in 1879, and has been in the coal business nine years.

CHARLES W. LANG, Manager F. M. Lang & Son, Manchester, Ohio, was born in Manchester November 27, 1873, and has been in the retail coal business twenty-seven years.

THOMAS W. LAWSON, General Manager Thomas Coal Co., Racine, Ohio, was born in New Straitsville, Ohio, in 1876, and has been in the coal business twenty-eight years.

GEORGE LAZEAR, Manager Mt. Vernon Hay Co., Mt. Vernon, Ohio, was born in West Virginia November 19, 1875, and has been in the coal business eleven years.

CHARLES W. LEFFLER, Manager Leffler & Bland, Marion, Ohio, was born November 1, 1854, and has been in the retail coal business fifteen years.

R. W. LENOX, Richwood, Ohio, was born in Richwood, and has been in the coal business twenty-one years. He also operates yards at North Lewisburg and Woodland, Ohio.

HEBER S. LEONARD, Secretary and Treasurer Leonard Coal & Supply Co., Dayton, Ohio, was born in West Woodville, Ohio, March 15, 1882, and has been in the coal business ten years. He served as a Director of the Dayton Coal Clearing House during the fuel shortage of the winter of 1917-18. He is serving now as Secretary of the Dayton Coal Dealers Credit Association.

WILLIAM ELMER LEONARD, President Leonard Coal & Supply Co., Dayton, Ohio, was born near West Woodville, Ohio, August 31, 1869, and has been in the coal business eighteen years. He has served as Treasurer of the Dayton Coal Exchange.

CHARLES E. LEWIS of Lewis & Drake, Lebanon, Ohio, was born in Lebanon August 24, 1861, and has been in the retail coal business twenty-three years.

D. F. LICKLIDER of Morrow & Licklider, Piqua, Ohio, was born in Piqua July 27, 1845, and has been in the retail coal business eleven years.

EDWARD M. LINCKE, retailer in business for himself at Alliance, Ohio, was born in Stark County, Ohio, on January 19, 1873, and has been in the coal business for ten years. He was formerly connected with Munter-Lincke Coal Co.

MARTIN J. LINGLER, Hamilton, Ohio, was born at Hamilton April 4, 1884, and has been in the retail coal business nine years. He was formerly with the Wirtz & Lingler Coal Co.

T. F. LININGER, Conneaut, Ohio, was born in Listonburg, Pennsylvania, April 7, 1875, and has been in the retail coal business ten years.

WILLIAM LIPSTRAW of Wm. Lipstraw & Co., Oak Harbor, Ohio, was born on a farm near Trowbridge, Ohio, August 24, 1876, and has been in the coal, hay and grain business twenty-eight years.

FRANK LITTLER of Littler & Leary, East Monroe, Ohio, was born in Highland County, Ohio, in 1855, and has been in the retail coal business five years.

D. J. LLOYD, Manager and Secretary Waterville Farmers Elevator Co., Waterville, Ohio, was born in Sylvania, Ohio, April 2, 1871, and has been in the coal business slightly over a year.

G. U. LLOYD, Farmersville, Ohio, was born in Dublin, Ohio, June 25, 1865, and has been in the coal business twenty-two years.

JAMES PARDEE LOOMIS, President and General Manager of the Akron Coal Co. of Akron, Ohio, was born at Wadsworth, Ohio, September 5, 1865. Mr. Loomis has been in the coal business for thirty-one years.

ANDREW M. LOVENZEN, Curtice, Ohio, was born in Germany March 8, 1854, and has been in the coal business seventeen years.

SAM LOW, Willoughby, Ohio, was born in Erie, Pennsylvania, February 5, 1861, and has been in the retail coal business seven years. He was formerly with E. W. Reed, Erie.

E. C. MacKENZIE, General Manager Fidelity Coal & Supply Co., Lima, Ohio, was born in Kalida, Ohio, October 15, 1856, and has been in the coal business seventeen years.

MICHAEL A. MAHER, Greenville, Ohio, was born in Champaign County, Ohio, in 1858, and has been in the retail coal business thirty-six years.

FRANK MALSBAREY, retail coal merchant at Blue Ash, Ohio, was born in Blue Ash April 4, 1880, and has been in the coal business ten years.

GEORGE A. MANLEY, proprietor of the State Coal Co., doing a retail business at Barberton, Ohio, was born in Ashland, Ohio, December 1, 1871, and was with the Young Co. of Barberton for eighteen years until he formed his present company a year ago.

J. CLYDE MARKLEY, Kenmore, Summit County, Ohio, was born in Sharon Township, Medina County, Ohio, October 13, 1877, and has been in the coal business seventeen years, although not continuously. He was formerly interested in The Loomis Coal Co. of Akron, Ohio, and The Card & Barrett Coal Co. of Pittsburgh. He has now valuable coal lands in Preston County, West Virginia. Mr. Markley served with the 8th Ohio Volunteer Infantry, "McKinley's Own," in the Spanish-American War. He homesteaded in Oklahoma and was connected with the National Tube Co. of Lorain, Ohio, for some years.

GEORGE H. MARSH, Conneaut, Ohio, was born in Conneaut May 12, 1866, and has been in the retail coal business thirty-six years. He was formerly with H. J. Marsh.

J. H. MARTIN, Dayton, Ohio, Dayton Manager Indian Run Coal Co., was born in Fairmont, West Virginia, in 1878, and has been in the coal business sixteen years. He was formerly with the Parker Run Coal & Coke Co. and the Point Mountain Coal & Lumber Co.

CHARLES H. MASON, General Manager Niles Fuel & Supply Co., Niles, Ohio, has been in the coal business four years.

GEORGE C. MATTHES of the Geo. C. Matthes Coal Co., Sandusky, Ohio, was born in Sandusky May 16, 1885, and has been in the retail coal business nineteen years. He is serving as an official of the Michigan-Ohio-Indiana Coal Association.

JOSEPH T. MATTHEWS, Secretary Marion Lumber Co., Marion, Ohio, was born in Marion September 14, 1863, and has been in the coal business twenty-four years. He was formerly with Lindsay & Lawrence and the Marion Lumber & Coal Co.

WILLIAM MATHEWS, Manager Penn Oil Co., Delaware, Ohio, was born in Centerburg, Ohio, July 7, 1858, and has been in the coal business twenty-six years. He was formerly with the Callamal Coal & Coke Co., Peacock Coal Co., Thomas Coal Co., and Luella Coal Co.

ROBERT W. McCASLAND, Superintendent of Mines La Belle Iron Works, Steubenville, Ohio, was born in Scenery Hill, Pennsylvania, December 8, 1878, and has been at the mines seventeen years. He is also interested in the La Belle Coke Co. He was formerly with the Vesta Coal Co. and Pittsburgh Coal Co.

NEAL McGREEVY, Vice President and Secretary McGreevy & Ortman Co., Dayton, Ohio, was born in Versailles, Ohio, August 24, 1873, and has been in the coal business fifteen years.

JOHN McKEEFREY of McKeefrey & Co., Leetonia, Ohio, has been in coal mining operations a quarter of a century. He is also interested in the Atlas Coke Co. and the McKeefrey Coal Co.

N. J. McKEEFREY of McKeefrey & Co., Leetonia, Ohio, has been interested in coal mining operations twenty-five years. He is also connected with the Atlas Coke Co. and the McKeefrey Coal Co.

W. D. McKEEFREY of McKeefrey & Co., Leetonia, Ohio, has been in the operating end of the coal business twenty-five years. He is also interested in the Atlas Coke Co. and McKeefrey Coal Co.

JAMES McKITTERIEL, Superintendent Pomeroy Colliery Co., Pomeroy, Ohio, was born in Jackson, Ohio, in 1892, and has been in the coal business six years. He is also President of the Carbon Hill Coal Co. He was formerly with the Robert Gage Coal Co., Bay City, Michigan.

DANIEL F. McLAREN, Mechanicsburg, Ohio, was born in Morrow County, Ohio, April 17, 1864, and has been in the retail coal business eleven years.

CHARLES S. McMULLEN of Murphy & McMullen, Dayton, Ohio, was born in Dayton, and has been in the coal business twenty-eight years. He was formerly with the W. M. Whitmore Coal Co.

JAMES McNALLY of James McNally & Son, St. Marys, Ohio, was born in Sabina, Ohio, November 5, 1858, and has been in the retail coal business fifteen years.

WILLIAM E. McNALLY of James McNally & Son, St. Marys, Ohio, was born October 30, 1887, and has been in the retail coal business fifteen years.

JEROME L. MEAD, managing partner Mead & Woodward, Norwalk, Ohio, was born in Norwalk November 7, 1850, and has been in the coal business twenty-five years. This company operates yards at Norwalk, Collins and Hartland Station, Ohio. The business was started in 1893 by Mr. Mead and D. O. Woodward. When the latter died four years ago Mr. Mead became the manager.

HANNIBAL H. MEEK, proprietor of the Central Coal Co., Cambridge, Ohio, was born in Byesville, Ohio, July 21, 1864, and has been in the coal business twenty-one years. He was formerly connected with the Cambridge Fuel Co. and the Ohio Coal Co. and was closely associated with General Warner, a well-known promoter of Ohio, now deceased.

L. J. MESHINGER, McCutchenville, Ohio, was born in Tiffin, Ohio, May 26, 1862, and has been in the retail coal business twenty-four years.

CLYDE F. MILLER, retail coal merchant at Bedford, Ohio, was born in West Farmington, Trumbull County, Ohio, April 28, 1877, and has been in business for himself there eight years, having begun in April, 1910.

JOHN F. T. MILLER of I. C. Miller & Co., New Richland, Ohio, was born in Logan County, Ohio, December 17, 1860, and has been in the retail coal business twenty-six years. He was formerly with W. H. Johnston as Manager.

SHERMAN GRANT MILLER, President and Treasurer Lion Coal Mining Co., Dayton, Ohio, was born in Baltimore, Maryland, July 2, 1867, and has been in the coal business six years.

WILLIAM WISE MILLER, Pomeroy, Ohio, General Manager Pittsburgh Mining Co., was born in Cincinnati, Ohio, July 4, 1878, and has been in the coal business fifteen years. He is also General Manager of the West Virginia Washed Coal Co. He was formerly with the Plymouth Coal & Mining Co., Plymouth, West Virginia.

ROBERT H. MILLS, Coshocton, Ohio, President Puritan Coal Co., Cambridge, Ohio, was born in Harrison County, Ohio, June 29, 1865, and has been in the coal business sixteen years.

JESSE C. MINNICH, Trotwood, Ohio, was born in Potsdam, Ohio, October 15, 1882, and has been in the coal business nine years.

L. P. MOONEY, Secretary Globe Coal Co., Murray City, Ohio, was born in Zanesville, Ohio, in 1889, and has been in the coal business thirteen years.

GEORGE T. MOORE of Moore & Black, Good Hope, Ohio, has been in the coal business for several years.

JAMES W. MORGAN, Jackson, Ohio, was born in Jackson January 17, 1880, and has been in the retail coal business seventeen years. He was formerly with the Frisbie-Morgan Coal Co., Toledo, Ohio.

A. M. MORROW of A. M. Morrow & Son, Garrettsville, Ohio, was born in Piqua, Ohio, November 17, 1833, and although advanced in years still goes to his office daily. He is associated with his son, C. P. Morrow.

C. P. MORROW, Manager A. M. Morrow & Son, Garrettsville, Ohio, was born in Piqua, Ohio, October 28, 1877, and has been in the coal business for fourteen years.

H. D. MORROW of Morrow & Licklider, Piqua, Ohio, was born in Piqua September 5, 1866, and has been in the retail coal business eleven years.

E. E. MOYER, retail coal merchant at Chardon, Ohio, was born at New Hamburg, Pennsylvania, October 9, 1864, and has been in business for himself for seven years.

HERBERT H. MUELLER, Secretary and General Manager The John Mueller Co., Lockland, Ohio, was born in Lockland in 1890, and has been in the retail coal business eleven years.

JOHN MUELLER, President The John Mueller Co., Lockland, Ohio, was born in Reading, Ohio, in 1854, and has been in the coal business since 1875.

JOHN MURBACH of the Murbach Coal Co., Elyria, Ohio, was born in Schaffhausen, Switzerland, January 31, 1852, and has been in the coal business twenty-seven years. He was formerly with the City Fuel & Ice Co. and the City Fuel & Supply Co.

RALPH MURBACH of Murbach Coal Co., Elyria, Ohio, was born in Elyria December 18, 1887, and has been in the retail coal business ten years.

JOHN M. MURDAY, Secretary and General Manager of the Murday Coal Co. of Carbon Hill, Ohio, was born in England, February 28, 1873, and has been in the coal business for thirty years. Mr. Murday was formerly connected with the Columbus & Hocking Coal & Iron Co. and the York Clay & Mining Co. as General Superintendent, and as Superintendent of the Central West Coal Co. of West Virginia.

JOHN A. MURPHY, President and General Manager John A. Murphy Co., Dayton, Ohio, was born in Ireland April 10, 1849, and has been in the coal business thirty-one years. Mr. Murphy has held positions of honor in the coal associations of his state and is a well known coal man.

J. L. MURPHY, Chief Engineer New York Coal Co., Nelsonville, Ohio, was born in Vinton County, Ohio, January 29, 1877, and has been in the coal business sixteen years.

R. EMMET MURPHY of Murphy & McMullen, Dayton, Ohio, was born in Dayton, and has been in the coal business thirty-one years. He was formerly with the W. M. Whitmore Coal Co.

EDWARD CLARE MURRAY, General Superintendent of the National Coal Co., engaged in business at Cambridge, Ohio, was born at Philipsburg, Pennsylvania, February 5, 1886, and has been in the coal business for thirteen years. He was formerly connected with the H. T. Wilson Coal Co. and Draper Coal Co. and has other coal interests in Belmont County, Ohio.

WILLIAM M. MYERS, Secretary and Treasurer Myers Grain Co., Lockbourne, Ohio, was born in Pleasant Hill, Ohio, April 23, 1882, and has been in the coal business twelve years.

G. E. NAGEL, Manager Miller & Nagel, Greenville, Ohio, was born in Darke County, Ohio, July 13, 1874, and has been in the retail coal business nine years.

F. G. NEEDHAM, retail coal merchant of Atwater, Ohio, was born at Randolph, Ohio, February 2, 1865, and has been in business for himself for eighteen years.

ALEXANDER NEFF, Neffs, Ohio, President Pittsburgh-Belmont Coal Co., was born in Neffs February 11, 1848, and has been in the coal business twenty-two years. He was formerly with the Neff Coal Mining Co., and has served as a Director in the No. 8 Coal Co. and Baltimore & Ohio Coal Co.

C. H. NEFF, retail coal merchant at Canfield, Ohio, was born in Canfield February 28, 1881.

FRANKLIN NEFF, Neffs, Ohio, General Manager Pittsburgh-Belmont Coal Co., was born in Neffs in 1858, and has been in the coal business thirty-eight years.

GUY W. NEYMAN, Purchasing Agent of the Morris Coal Co., in business at Cambridge, Ohio, was born at Senecaville, Ohio, July 13, 1876, and has been in the coal business twenty years. Mr. Neyman was formerly connected with the Will Creek Coal Co., Belle Valley Coal Mining Co., Cambridge Collieries Co., and Ford Collieries Co.

W. H. NISENGER, Secretary and Treasurer Quincy Grain Co., Quincy, Ohio, was born in Pemberton, Ohio, May 21, 1874, and has been in the retail coal business thirteen years. He was formerly with J. E. Wells & Co.

SIMON G. NISSLEY, Springfield, Ohio, was born in Springfield March 29, 1856, and has been in the wholesale and retail coal business thirty-eight years. He was formerly with Ulrich & Nissley, Ulrich, Nissley & Williams, and Adams & Nissley.

CHARLES ALBERT NORTON, Mentor, Ohio, was born in Mt. Pleasant, Wisconsin, August 31, 1851, and has been in the coal business twenty-three years.

LOUIS O'CONNELL, President The Louis O'Connell Co., Tiffin, Ohio, was born in Tiffin September 1, 1869, and has been in the retail coal business thirty-four years. He was formerly with C. Hatcher Co. and is one of the charter members of the Michigan-Ohio-Indiana Coal Association.

WILLIAM H. ORTMAN, President and Treasurer McGreevy & Ortman Co., Dayton, Ohio, was born in Bloomer, Ohio, October 21, 1873, and has been in the coal business fifteen years.

N. D. PARKER of N. D. Parker & Sons, Mantua, Ohio, was born in Streetsboro, Ohio, December 8, 1859, and has been in the retail coal business seven years.

NORMAN C. PARR, Secretary The Horger-Heldt Coal Co., New Philadelphia, Ohio, was born in New Philadelphia June 20, 1893, and has been in the coal business seven years. He is also Secretary and Treasurer of the Andreas Coal Co. He was formerly with the Goshen Coal Co.

RALPH B. PATER, Manager Henry Pater & Son, Hamilton, Ohio, was born in Hamilton April 2, 1889, and has been in the retail coal business five years, associated with his father, Henry Pater, and brother, Mark J. Pater.

WILLIAM FORD PATTERSON of the Dayton Coal Co., Dayton, Ohio, was born in Dayton October 26, 1858, and has been in the coal business twenty years. He is a Director of the Michigan-Ohio-Indiana Coal Association.

FRANK PELTON of the Pelton Coal & Supply Co., Piqua, Ohio, was born in Morristown, Ohio, forty-four years ago, and has been in the retail coal business three years.

R. J. PELTON of the Pelton Coal & Supply Co., Piqua, Ohio, was born in Hamilton, Ohio, and is twenty-two years of age. He has been in the retail coal business three years.

C. A. PENCE, Hebron, Ohio, was born in Hebron March 10, 1871, and has been in the retail coal business twenty-four years.

O. PETERS, New Weston, Ohio, was born in Franklin County, Ohio, October 5, 1850, and has been in the retail coal business nineteen years.

FRANK D. PHIPPS, Manager of the Carroll Elevator Co., selling coal at retail in Carroll, Ohio, was born at Chesterhill, Ohio, December 26, 1875, and has been in the coal business for two years.

JOHN H. PLATO, proprietor of the Plato Coal & Supply Co., Amherst, Ohio, was born in Germany in 1863. He is a pioneer retail coalman of Northern Ohio and has been in business forty years. He is now managing the business during the absence of H. Casper Plato, his son, who is at present in the United States service, as drum major at Camp Taylor, Kentucky.

ISAAC PONTIUS, Orrville, Ohio, was born near Uniontown, Ohio, February 1, 1844, and has been in the retail coal business forty-three years. Mr. Pontius has taken an active interest in agricultural pursuits and local civic affairs and is a Civil War veteran. His son is associated with him.

JOSEPH POOS, Eaton, Ohio, was born in Eaton January 12, 1860, and has been in the retail coal business five years.

GEORGE W. PORTER, Roxabell, Ohio, was born in Pickaway County, Ohio, January 26, 1847, and has been in the retail coal business eleven years.

C. D. POTTS, Marengo, Ohio, was born in Knox County, Ohio, February 8, 1862, and has been in the retail coal business seventeen years.

C. A. POWERS, President and General Manager Powers Elevator Co., Genoa, Ohio, was born in Genoa March 25, 1885, and has been in the coal business six years. E. A. Powers, founder of the company, died in 1913.

MALCOLM R. PRINE, Manager of the Ashtabula Coal Co., doing a coal business at Ashtabula, Ohio, was born in Ashtabula August 29, 1893, and has been in the coal business for four years.

A. H. RAABE of Raabe Bros., Ft. Jennings, Ohio, was born in Ft. Jennings December 16, 1861, and has been in the retail coal business thirty-one years.

OTTO J. RAILE, owner Orris Coal Co., Zanesville, Ohio, was born in Zanesville February 21, 1885, and has been in the retail coal business four years.

GEORGE W. RAPP, President Vinton Mining Co., McArthur, Ohio, was born in Cincinnati, Ohio, and has been in the coal business eleven years. He is also President of the Jackson Red Star Mining Co. and the Carbon Block Mining Co., Cincinnati, Ohio. He was formerly with the Bixler Coal Co., Pittsburgh, Pennsylvania, and the Rapp Coal Mining Co., Cincinnati, Ohio.

WILLIAM H. RAYMOND, Manager Raymond Coal Co., Galion, Ohio, was born in Shelby, Ohio, October 18, 1844, and has been in the retail coal business nineteen years.

J. W. RICE, Treasurer and General Manager W. P. Rice Mining Co., Dayton, Ohio, was born in Whitfield, Ohio, August 17, 1884, and has been in the coal business five years, associated with his father.

W. P. RICE, President W. P. Rice Mining Co., Dayton, Ohio, was born in Whitfield, Ohio, August 17, 1863, and has been in the coal business thirty-three years. He was formerly with the Alma Coal Co., the S. J. Patterson Co., and the Elk Fork Coal Co.

A. N. RICHARDS, proprietor of A. N. Richards & Son, retailers at Chicago Junction, Ohio, was born in Chicago Junction August 25, 1860, and has been in the coal business thirteen years.

G. D. RIDENOUR, Secretary and Treasurer B. & R. Coal & Mining Co., Nelsonville, Ohio, was born in Junction City, Ohio, September 8, 1860, and has been in the coal business twenty-six years. He is also interested in the Ridenour & Shafer Coal Co. He was formerly with the Columbus & Hocking Coal & Iron Co. and the Hocking Domestic Coal Co.

W. E. RILEY, Montpelier, Ohio, was born in Montpelier September 3, 1867, and has been in the coal business twenty-four years.

E. O. ROBERTS, Secretary and Treasurer Glen Royal Coal Co. and President Roberts Coal Co., Jackson, Ohio, was born in Wales, and has been in the coal business forty years. He is also interested in the Rowland Block Coal & Clay Co. and the Crescent Coal Co. He was formerly with the Diamond Coal Co., Klondyke Coal Co., Commercial Coal Co. and Roberts & Hopkins.

OWEN STANLEY ROBERTS, General Manager Glen Roy Coal Co. and Vice President Roberts Coal Co., Jackson, Ohio, was born October 10, 1889, and has been in the coal business seven years. He is also interested in the Rowland Block Coal & Clay Co. and the Ohio & Indiana Collieries Co.

MILTON C. ROBINSON, proprietor of M. C. Robinson & Co., retailers at Ashtabula, Ohio, was born at Chagrin Falls, Ohio, July 31, 1867, and has been in the coal business for sixteen years.

W. G. ROGERS, Rogers, Ohio, Vice President and General Manager Fairview Mining Co., Pittsburgh, Pennsylvania, was born in Rogers, and has been in the coal business thirteen years. He was formerly with the Pittsburgh Coal Co., Rogers Coal Co., Penobscot Coal Co., Pryor Coal Co., and the Moreland Coke Co.

GEORGE H. RUSK of Rusk Bros., Mansfield, Ohio, was born in Ohio, and has been in the coal business twenty-four years.

JESSE RUPP of Yager & Rupp, West Unity, Ohio, has been in the retail coal business five years.

EDWARD J. RYAN, retailer, engaged in coal business at Bellevue, Ohio, was born at Clyde, Ohio, September 9, 1877, and has been in the coal business for almost fifteen years. He was formerly connected with McClain & Ryan.

ELMORE D. RYAN, La Grange, Ohio, was born in La Grange in 1856, and has been in the coal business eleven years. He was formerly with C. C. Manville.

WILLIAM J. SAMPSON, President Witch-Hazel Coal Co., Youngstown, Ohio, was born near Youngstown in 1871, and has been in the coal business all his life. He is also Vice President of the Jefferson Mining Co. He is President of The Tri-State Coal Stripping Association.

CARL A. SANDBERG, Manager of J. H. Sandberg & Son, a retailer of Ashtabula, Ohio, was born in Ashtabula May 18, 1896, and has been in the coal business for three years. He was formerly connected with Johnson Bros.

WILLIAM F. SCHENCK, Franklin, Ohio, was born in Franklin in 1857, and has been in the coal business twenty years. He has served as President of the Franklin Coal Dealers Credit Association.

WILLIAM C. SCHRODER, Manager Cygnet Grain & Hay Co., Cygnet, Ohio, was born in Rockyridge, Ohio, January 27, 1885, and has been in the retail coal business eleven years. He was formerly with the Ottawa County Co-operative Co.

WALTER O. SCOTT, Dennison, Ohio, was born in Summerdale, Ohio, June 19, 1867, and has been in the coal business thirty-six years.

W. J. SEBALD of the Sebald Grain Co., Middletown, Ohio, was born in Middletown April 15, 1868, and has been in the retail coal business eleven years.

H. E. SEESE, Navarre, Ohio, Manager The Garver Bros. Co. of Navarre and of Strasburg, Ohio, was born in Strasburg August 25, 1870, and has been in the coal business five years.

CHARLES SEIDENFIELD, President and Treasurer Seidenfield-Hammond Coal Co., Murray City, Ohio, was born in Zanesville, Ohio, February 25, 1886, and has been in the coal business five years.

CARL S. SHAFFER, Spencerville, Ohio, was born in Spencerville May 1, 1887, and has been in the retail coal business six years. He was formerly with James Cochrun.

CHARLES CUTLER SHARP, Secretary, Treasurer and General Manager Northern Mining & Fuel Co., Nelsonville, Ohio, was born in Sugar Grove, Ohio, February 10, 1861, and has been in the coal business twenty-nine years. He is also interested in the Southern Fuel Co. and the Western Fuel Co. He was formerly with the Hocking Coal & Iron Co., Sunday Creek Coal Co., Boomer Coal & Coke Co., Raven Coal & Coke Co., Gauley Co., Black Betsy Coal & Mining Co., Cardiff Coal Co., M. & B. Coal & Coke Co., and East Hill Coal Co.

BERT D. SMITH, Sandusky, Ohio, was born in Sandusky March 21, 1877, and has been in the coal business twenty-one years. He is also interested in the Beech Creek Coal Co. He was formerly with the John T. Solon Co., Toledo, Ohio.

GEORGE T. SMITH, well known wholesaler at Akron, Ohio, was born at Youngdale, Pennsylvania, August 9, 1877, and has been in the coal business for twelve years. He was formerly connected with the Monongahela River Consolidated Coal & Coke Co., Pittsburgh, Pennsylvania.

GEORGE W. SMITH of the Smith Coal & Ice Co., Tiffin, Ohio, was born in Sandusky, Ohio, March 31, 1860, and has been in the retail coal business twenty-four years.

JAMES H. SMITH, Mentor, Ohio, was born in Louisville, Kentucky, December 14, 1878, and has been in the retail coal business twelve years.

ISAAC P. SMITHERS, Manager Smithers Bros., Washington Court House, Ohio, was born in Frankfort, Ohio, November 4, 1840, and has been in the coal business thirty-one years.

LOUIS T. SNAVELY, Secretary and Treasurer The Minglewood Coal Co., Wooster, Ohio, was born in Wooster July 19, 1889, and has been in the coal business twelve years.

JOSEPH W. SNOOK of J. W. Snook & Co., South Lebanon, Ohio, was born in Deerfield, Ohio, in 1852, and has been in the retail coal business for about two years.

WILLIAM H. STEPHAN is Managing Partner Schwenn Coal Co., Hamilton, Ohio.

LAMAR C. STERNBERGER, General Manager L. C. Sternberger Coal Co., Jackson, Ohio, was born in Jackson March 2, 1874, and has been in the coal business twelve years. He was formerly with the Superior Coal Co. and the Jackson Coal & Coke Co.

JOHN W. STEWART, Chief Engineer of the Forsythe Coal Co. and the Akron Coal Co., Cambridge, Ohio, was born in Dayton, Pennsylvania, in 1862, and has been in the coal business for a quarter of a century. He was formerly Division Engineer for the Rochester & Pittsburgh Coal & Iron Co., the Jefferson & Clearfield Coal Co., and the Morris Coal Co. of Cambridge.

G. M. STILES of the Stiles Co., Xenia, Ohio, was born in 1861, and has been in the retail coal business three years, succeeding W. O. Maddux Co.

WILLIAM H. STOCKTON, retail coal merchant of Ashtabula, Ohio, was born in Mosiertown, Pennsylvania, August 1, 1858, and has been in the coal business ten years.

E. S. STODDARD of the F. F. Smith Co., Conneaut, Ohio, was born in Wisconsin in 1868, and has been in the retail coal business four years.

WILFRED FERDINAND STRAUSE, Lakeside, Ohio, was born in Belding, Michigan, May 8, 1881, and has been in the retail coal business two years.

JAMES T. SWEAZY, Secretary and General Manager Russell Run Coal Co., Pomeroy, Ohio, was born in Ohio September 16, 1872, and has been in the coal business seven years.

FRED C. SWISHER, Manager Wm. Swisher & Son, Findlay, Ohio, was born in Findlay February 13, 1884, and has been in the retail coal business fifteen years.

J. W. SWISHER of Wm. Swisher & Son, Findlay, Ohio, was born in Hancock County, Ohio, in 1848.

JOHN EARLE TAYLOR, Winchester, Ohio, was born in Winchester October 9, 1890, and has been in the retail coal business three years.

C. RIDGLEY THRAPP, President Hall Coal Co., Coshocton, Ohio, was born in Tiffin, Ohio, March 15, 1885, and has been in the coal business eleven years. He is also President of the Valley Coal Co. and Superintendent of the Warwick Coal Co. He was previously with the Goshen Coal Co. and the Horger-Heldt Coal Co.

S. E. TILTON of Tilton & Son, Prairie Depot, Ohio, was born in Kings Ferry, New York, in 1832, and has been in the coal business thirty-one years.

W. R. TILTON of Tilton & Son, Prairie Depot, Ohio, was born in Norwalk, Ohio, in 1873, and has been in the coal business sixteen years.

WILLIAM L. TIMMONS, President and General Manager Zanesville Coal Co., Zanesville, Ohio, was born in Dennison, Ohio, in 1873, and has been engaged in the mining of coal eighteen years.

JAMES ENGLAND TRAINER, Assistant to General Manager Zanesville Coal Co., Zanesville, Ohio, was born in Zanesville June 3, 1888, and has been in the coal business five years.

CHARLES W. UPSON of Upson Bros., Mansfield, Ohio, was born in Tallmadge, Ohio, March 14, 1855, and has been in the coal business thirty-nine years.

GEORGE D. UPSON, owner Dixie Coal Co., Newark, Ohio, was born in Cleveland, Ohio, March 12, 1887, and has been in the retail coal business five years. He represents the coal trade in the Newark Rotary Club.

J. EDWARD UPSON of Upson Bros., Mansfield, Ohio, was born in Tallmadge, Ohio, September 30, 1853, and has been in the coal business thirty-three years.

D. O. VAN KIRK, President, Treasurer and General Manager Van Kirk Coal & Mining Co., Mineral City, Ohio, was born in Mineral City September 21, 1876, and has been in the coal business all his life, associated with his father, E. Van Kirk, who has been mining coal in Ohio and West Virginia since 1870. Mr. Van Kirk is also General Manager of the Ohio Mining & Railway Co., Treasurer of the Kunloolton Coal Mining Co., and Manager of the Magnolia Coal Co.

FRANK A. VOEGELE, General Manager Voegele Bros., Mansfield, Ohio, was born in Mansfield February 12, 1878, and has been in the coal business nineteen years, succeeding his father, William F. Voegele, who established the business in 1873. Mr. Voegele, Sr., died in 1916 after a successful and useful life. For a number of years he was President of the Coal Dealers Association of Ohio and later prominent in the Michigan-Ohio-Indiana Association.

LOUIS WADE, Lockland, Ohio, was born in Hamilton County, Ohio, in 1858, and has been in the retail coal business twenty-two years.

H. J. WEBB of the Niles Fuel & Supply Co., Niles, Ohio, has been in the coal business four years.

CHARLES N. WEIS of Hunt & Weis, Sandusky, Ohio, was born in Sandusky November 7, 1868, and has been in the coal business twenty-one years.

F. A. WILLIAMSON, retail coal merchant at Blanchester, Ohio, was born at Hodgensville, Kentucky, January 29, 1878, and has been in the coal business for two years.

RAYMOND J. WIRTZ of the Wirtz Coal Co., Hamilton, in the retail coal business eleven years. He was previously with the Harlan Coal Co.

JOSHUA E. WISE, proprietor of the Sherman Coal Co. of Barberton, Ohio, was born at Wadsworth, Ohio, November was formerly with the Buckeye Ice & Coal Co.

W. P. WISELEY, Manager Standard Coal Co., Findlay, Ohio, was born in Findlay September 5, 1873, and has been in the retail coal business twenty-two years. He 17, 1853, and has been in business for himself for four years.

GEORGE FRANKLIN WISTNER of Farnam & Wistner, Van Wert, Ohio, was born in Van Wert in 1867, and has been in the coal business eight years.

MICHAEL J. WOLFE, Manager Peoples Elevator & Supply Co., Fremont, Ohio, was born in Lindsey, Ohio, March 13, 1875, and has been in the coal business twenty years. He was formerly in business at Lindsey, then at Elmore, Ohio, until a year ago he was elected Manager at Fremont.

WM. AMBROSE WOLFE of The Wolfe Cycle Co., Nevada, Ohio, was born in Nevada July 18, 1860, and has been in the retail coal business twelve years. He has taken an active interest in local civic affairs.

WILFRED B. WOLFF, Manager J. G. Wolff Coal Co., Painesville, Ohio, was born in Myersdale, Pennsylvania, June 26, 1886, and has been in the coal business nine years.

CLIFF M. WOOD, President, Treasurer and Manager The Cliff Wood Coal & Supply Co., Lima, Ohio, was born in Lima July 27, 1877, and has been in the coal business eight years. He was formerly with A. Harsh Coal & Supply Co., Richmond, Indiana.

A. D. WOODERSON, Van Wert, Ohio, was born in St. Johns, Ohio, in 1861, and has been in the coal business twenty-two years.

GEORGE H. WORCH, Versailles, Ohio, was born in New Madison, Ohio, March 16, 1863, and has been in the retail coal business thirty-one years.

EDWARD B. WRIGHT, President and Treasurer Sheridan Coal Co., Dayton, Ohio, was born in Dayton December 31, 1866, and has been in the coal business thirty-five years. He is also interested in the Steele Coal Co., Ohio Coal & Iron Co., and the Fidelity Coal Co.

MARCUS YAGER of Yager & Rupp, West Unity, Ohio, has been in the retail coal business five years.

C. E. YARIAN, Manager C. E. Yarian & Co., Galion, Ohio, was born in Bourbon, Indiana, September 10, 1876, and has been in the retail coal business seven years.

OKLAHOMA

MUCH of the worth-while history of the Oklahoma coal industry remains to be written. Although as the Indiana territory it entered the ranks of coal producers nearly forty years ago it would seem that only the surface possibilities of its development have been scratched. Progress was hampered in the early days by sparse settlement and inadequate railroad facilities, by the competition of coals from other districts, by labor disturbances and in recent years by the rapid expansion of the petroleum industry in the state, which increased its output from 271,824 gallons in 1900 to 3,912,440,206 gallons in 1915, and by the temporary inroads made upon fuel coal demands by the substitution of natural gas.

The Oklahoma coal measures form the southwestern portion of the western interior coal field, which also underlies parts of Iowa, Kansas and Missouri. The Oklahoma section of this field, running from the Kansas state line on the north into Arkansas on the east, includes the western half of the area formerly known as the Cherokee Nation, all of the Creek Nation territory, the northern third of the Choctaw Nation area and a small portion of the Chickasaw Nation lands. The coal-bearing area is estimated to cover approximately 20,000 miles, but with the exception of a spur striking off in a southwesterly direction from near the junction of the North Fork and Canadian rivers, the workable area, estimated to cover 10,000 square miles, lies in the eastern half of the field.

In quality the Oklahoma coals, of which there are ten or more beds, range "from a medium low on the one hand to high-grade bituminous, approaching semi-anthracite on the other. Some of the high grade bituminous varieties possess coking qualities." A few years ago there were several hundred ovens in operation in the Choctow field. Some of the coal from the Hartshorne bed is commercially classed as semi-bituminous and enters into the southwestern smokeless trade. During 1918 shipments from this field were made as far north as Chicago. The Choctow field district is at present the greatest producer, while the Chickasaw Nation district has not been developed.

While the fact that Arkansas coal was mined as early as 1840 leads to the belief that pioneer developments in Oklahoma began a number of years ago, the first record reported by the Census covers 1880 and showed a production of 120,947 tons. In 1886 this had increased to 543,580 and in 1891 the million mark was passed with an output of 1,091,032. Production since that date is shown in the following tabluation:

Year.	Ton.	Year.	Ton.
1892	1,192,721	1905	2,924,427
1893	1,252,110	1906	2,860,200
1894	969,606	1907	3,642,658
1895	1,211,185	1908	2,948,116
1896	1,366,646	1909	3,119,377
1897	1,336,380	1910	2,646,226
1898	1,381,466	1911	3,074,242
1899	1,537,427	1912	3,675,418
1900	1,922,298	1913	4,165,770
1901	2,421,781	1914	3,988,613
1902	2,820,666	1915	3,693,580
1903	3,517,388	1916	3,608,011
1904	3,046,539		

Distribution figures for 1915 show that the railroads are the heaviest consumers of Oklahoma coal. Out of a total production of 3,693,580 tons for the year the transportation lines absorbed 2,573,750, or approximately 70 per cent. Shipments to interstate points totaled 397,275 tons, or less than 11 per cent. Texas was the principal customer, taking 381,131 tons; 12,038 tons were shipped to Kansas; Arkansas received 453, and Missouri 3,653 tons. The consumption of Oklahoma coal within the state was 722,555 tons and was divided as follows: Used at mines, 247,565 tons; sold locally, 39,482 tons; shipped to intrastate points, 435,508 tons.

The per capita consumption within the state during the year under review was only .36 ton, as compared with an average of 2.82 tons for the country as a whole. The consumption per square mile was 14 tons, as compared with the country average of 123 tons. Including approximately 500 tons of Pennsylvania anthracite the Oklahoma consumption for domestic and general industrial purposes was 1,009,011 tons. Approximately 72 per cent., or 722,555 tons, came from the mines within the state. Colorado receipts of 120,298 tons ranked second and Kansas with shipments of 75,162 tons came third. Receipts from other states were as follows: Alabama, 713 tons; Arkansas, 60,791; Missouri, 4,800; New Mexico, 24,096; Pennsylvania, 96 tons.

PATRICK WILLIAM MALLOY, Alderson, Oklahoma, Superintendent Rock Island Coal Mining Co., Alderson, was born in Franklin, Maryland, July 31, 1865, and has been in the coal business forty-one years. He was formerly with Osage Coal & Mining Co., Choctaw, Oklahoma & Gulf Railway Mining Department, Coahuila Coal Co., Milby-Dow Coal & Mining Co., and Rock Island Coal Mining Co. Mr. Malloy has taken an active interest in civic matters. He has acted as Chief Mine Inspector.

ELIHU P. WILLIAMSON, Coalgate, Oklahoma, President-General Manager Keystone Coal & Mining Co., Coalgate, Oklahoma, was born in Beardstown, Illinois, January 13, 1867, and has been in the coal business thirty-six years. He is also interested in the Lane & Williamson Coal Co. Mr. Williamson was formerly connected with the Cherokee Coal Co., Cherokee Coal & Mining Co., Woods & North Coal Co. and Williamson Bros. Coal Co.

PRESLEY B. ALLEN, McAlester, Okla., President Pleasant Valley Coal & Coke Co., McAlester, Oklahoma, was born in New Orleans, Louisiana, July 21, 1878, and has been in the coal business for seventeen years. He has held positions of honor in the coal associations of the state.

WILLIAM E. BEATY, McAlester, President Dow Coal & Coke Co., McAlester, Oklahoma, was born at Cherokee, Texas, November 6, 1871, and has been in the coal business for fifteen years. Mr. Beaty is also President of the Milton Coal Mining Co. and was formerly with the Union Coal Co., Pittsburgh Coal & Mining Co., and the Pocahontas Coal Co.

M. B. SCHOFIELD, Oklahoma City, Oklahoma, Vice President and Oklahoma Sales Manager Dow Coal & Coke Co., whose general offices are located in McAlester, Oklahoma, and President-General Manager M. B. Schofield Co., was born in Lewis County, Missouri, August 16, 1871, and has been in the coal business for sixteen years. He was formerly with the Bolen-Darnall Coal Co. of Kansas City as Oklahoma Sales Agent and is a member of the Oklahoma Coal Dealers Association. Mr. Schofield is a well-known coal man and conducts a prosperous business in Oklahoma City.

OKLAHOMA

SAMUEL G. AMBRISTER, Norman, Oklahoma, proprietor and Manager of the company bearing his name, was born in Dunbar, Nebraska, in 1884, and has been in the coal business for about fifteen years. He is also interested in a retail coal business at Blanchard, Oklahoma.

J. M. BAIRD, Owner and Manager of the J. M. Baird Fuel Yard, Ardmore, Oklahoma, was born in Lonaconing, Maryland, October 30, 1855, and has been in the coal business for eleven years. Mr. Baird was formerly with Baird & Co.

ROBERT BLACKBIRD, Superintendent M. K. T. Railway Coal Department, Coalgate, Oklahoma, was born at Mill Creek, Pennsylvania, December 7, 1869, and has been in the coal business for nearly all his life. Mr. Blackbird has held positions of honor in the various coal associations of the state and is well and favorably known.

L. A. BRANDER, Manager Paul's Valley Ice & Fuel Co., Paul's Valley, Oklahoma, has been in the coal business for six years.

VICTOR T. BROWN, Damson, Oklahoma, General Manager of the company bearing his name, was born in Benton County, Missouri, December 12, 1871, and has been in the coal business for twenty-one years. He was formerly with Williams Coal Co., Richmond, Missouri.

CLARENCE C. BUXTON, Vice President-Manager The Garrison Coal Co., Oklahoma City, Oklahoma, was born at Londonderry, Vermont, October 3, 1883, and has been in the coal business for thirteen years.

ROY CALDWELL, Secretary-Treasurer Ross-Caldwell Coal Mining Co., Lehigh, Oklahoma, was born at Waynesville, North Carolina, August 31, 1892, and has been in the coal business for four years.

TOM F. CAREY, Manager Norman Milling & Grain Co., Norman, Oklahoma, was born in Spadra, Arkansas, January, 1884, and has been in the coal business for eleven years.

JOHN B. CHALLES, Oklahoma City, Oklahoma, Division Manager Southwestern Coal Co., was born in Missouri February 20, 1881, and has been in the coal business for eight years. Mr. Challes was formerly connected with McAlester-Edwards Coal Co., McAlester, Oklahoma.

C. C. COLE, Secretary-Treasurer The Canadian Coal Co., Tulsa, Oklahoma, was born in Sherman, Texas, October 21, 1877, and has been in the coal business seventeen years.

J. R. COLE JR., President The Canadian Coal Co., Tulsa, Oklahoma, was born in Grayson County, Texas, in November, 1872, and has been in the coal business for eighteen years.

C. A. COPELAND, Olustee, Oklahoma, was born in Greenwood, Indiana, February 1, 1869, and has been in the coal business for seven years. He was formerly with Loud & Copeland.

BENJAMIN P. DAVISON, Vice President Davison Bros. Coal Co., Coalgate, Oklahoma, was born in DuQuoin, Illinois, January 7, 1868, and has been in the coal business for eleven years. He was formerly with the Home Smokeless Coal Co., Bokoshe, Oklahoma. J. P. Davison is President of the company's branch at Coalton, Oklahoma.

FRANK B. DREW, Treasurer and Manager McAlester & Edwards Coal Co., McAlester, Oklahoma, was born at Wenona, Illinois, November 29, 1863, and has been in the coal business for twelve years.

WILLIAM THOMAS EDWARDS, Owner and Manager of the Edwards Coal Co., McAlester, Oklahoma, was born in the state of Arkansas December 15, 1875, and has been in the coal business for seventeen years. He is also connected with the Duncan Coal Co , Hartman, Arkansas, and was formerly with the Bolen-Darnell Coal Co. and the Dow Coal Co.

WILLIAM ALVIN EVANS, General Superintendent Rock Island Coal Mining Co., Hartshorne, Oklahoma, was born in Summit Hill, Pennsylvania, in 1873, and has been in the coal business for twenty-six years. He is also interested in the Kali Nila Coal Co. and was formerly with the Lehigh Coal & Navigation Co., The Fairmont Coal Co., Kentucky Coal Mining Co., and Alta Marmet Coal & Mining Co. Mr. Evans has also served as a member of the Southwestern Coal Operators Association and American Institute of Mining Engineers and is well and favorably known throughout the coal industry.

HERBERT A. EVEREST, General Manager Hazelton Coal Co., Coalgate, Oklahoma, was born at Lyons, Kansas, September 13, 1885, and has been in the coal business for eleven years. He is also interested in the Thomas Coal Co. at Blanco and was formerly with the Great Western Coal & Mining Co. at McAlester. James McGinnis is President of the company.

ROBERT M. EYSTER, Consulting Mining Engineer McAlester-Edwards Coal Co., Pittsburg, Oklahoma, was born in Chambersburg, Pennsylvania, and has been for the past seven years employed by mining companies in the Southwest. He was previously Superintendent and Assistant General Manager of the Fernwood Mining Co., Clarksville, Arkansas.

J. B. FAIRFIELD of Guthrie, Oklahoma, was born in Indiana in 1857, and has been in the retail coal business for thirty years.

JOHN E. FINNEY, Poteau, Oklahoma, was born in Antiquity, Ohio, January 20, 1873, and has been in the coal business for twenty-two years. He is President and General Manager of the Finney Coal Co., President and General Manager Midland-Six Coal Co., President The Dallas Coal Co., Cont. Eng. Midland Coal & Mer. Co. and General Manager Kacanaugh Coal Co., as well as interested in the Katy Coal Co., Midland, Arkansas, and the Poteau Coal Co., Poteau, Oklahoma. He was formerly connected with the Kansas & Texas Coal Co., St. Louis, Missouri, The Arkansas Pass Lignite Co., Rockdale, Texas, Poteau Coal & Mercantile Co., Lone Star Coal Co., as well as serving as President of the Arkansas Coal Operators Association and as Commissioner Southwest Coal Operators' Association.

EDGAR A. FRANKLIN, Cashier of The Blue Ridge Coal Co., McCurtain, Oklahoma, was born in Smith Center, Kansas, March 30, 1879, and has been in the coal business for eighteen years. He was formerly with the Sans Bois Coal Co.

F. J. GENTRY of Pond Creek, Oklahoma, was born in Hannibal, Missouri, September 13, 1867, and has been in the coal business for thirty-one years. He was formerly with the Badger Lumber Co.

ALBERT E. GRAHAM, Manager Buffalo Grain & Coal Co., Buffalo, Oklahoma, was born in Lexington, Ohio, March 21, 1880, and has been in the coal business five years.

FRED GRAVES, Manager of his own company at Foss, Oklahoma, was born in New York August 17, 1877, and has been in the coal business for eight years.

DAVID HALL, Dewar, Oklahoma, Manager of Mines of The Dewar Coal Mines Co., was born in England in 1873, and has been in the coal business for thirty-four years. He was formerly with the Galloway Coal Co., Black Diamond Coal Co. and the Corona Coal & Iron Co., all of Oklahoma. Mr. Hall has worked in the mines in England, starting as a trapper boy, and thoroughly understands the mining business.

T. J. HARRIS, General Manager Harris Coal Mining Co., Henryetta, Oklahoma, was born at Bevier, Missouri, in 1872, and has been in the coal business for eleven years. He was formerly with the Monarch Coal Co.

W. F. HERRON, General Manager Herron Coal Mining Co., Coalton, Oklahoma, was born at Concord, Tennessee, in 1872, and has been in the coal business for twenty-four years. He was formerly with the Coalton Mining Co.

JAMES WILLIAM HINTON, President Hinton Co., Henryetta, Oklahoma, was born in Neosho, Missouri, June 21, 1880, and has been in the coal business fifteen years. He was formerly with the Sans Bois Coal Co., Dow Coal Co., Green Ridge Co., and Consolidated Fuel Co. In October, 1917, he became Assistant to P. A. Norris, Fuel Administrator for Oklahoma, and took an important part in the successful fuel administration given that state during the war.

BOONE C. HOWARD of Clinton, Oklahoma, was born in Howardstown, Kentucky, July 9, 1865, and has been in the coal business for five years at Clinton. He was formerly located at Stithton, Kentucky.

PARLEY O. HUDDLE, Manager of Hanna-Mansfield Grain Co., Cherokee, Oklahoma, was born in Attica, Kansas, in 1888, and has been in the coal business for four years. He was formerly connected with the Farmers Federation.

W. S. JACKSON of the Jackson Transportation & Storage Co., Atoka, Oklahoma, was born in Missouri April 7, 1858, and has been in the coal business six years.

E. P. JOYNER, Treasurer Carbon Coal Co. and Pierce Coal Co. of Carbon, Oklahoma, was born in Richmond, Arkansas, June 24, 1884, and has been in the coal business for thirteen years. He was formerly with the Bache-Denman Coal Co., Ft. Smith, Arkansas.

JAKE LAMBERT of the Southwestern Coal Co., Oklahoma City, Oklahoma, was born in Tupelo, Mississippi, May 11, 1874, and has been in the coal business for eight years. He was formerly with the Creek Coal & Mining Co., Henryetta, Oklahoma.

HARRY LANTZ, President-Manager Monarch Coal & Mining Co., Henryetta, Oklahoma, is a native of Iowa, having been born at Stewart, Iowa, January 18, 1877, and has been in the coal business for six years.

L. K. H. LAWS, Camargo, Oklahoma, was born in Boonville, Missouri, January 10, 1876, and has been in the coal business for seven years.

A. W. F. LEE of Lee Bros. Lumber & Coal Co., Cordell, Oklahoma, was born in Arkansas in 1869, and has been in the coal business for nineteen years. Mr. Lee has served on the Executive Committee of the State Retail Coal Dealers Association.

J. C. LUITWEILER of the McAlester Fuel Co., McAlester, Oklahoma, was born in Jackson, Tennessee, in 1878, and has been in the coal business for eleven years. He was formerly with the Bache-Denman Coal Co., Ft. Smith, Arkansas.

JAMES McCONNELL of Wilburton, Oklahoma, is the President and General Manager of the Degnou & McConnell Coal & Coke Co. He is likewise interested in the M. K. & T. Coal & Mining Co. and the Eastern Coal & Mining Co. He has been in the coal industry for fifty years, or ever since his boyhood in Scotland. He was born in Scotland May 15, 1856. He is a member and has been active in the Oklahoma Coal Operators' Association.

DUNCAN McKAY, President The Gem Coal Co., Dewar, Oklahoma, was born in Scotland January 8, 1881, and has been in the coal business for eleven years. He was formerly connected with the McKay Coal & Mining Co. and the McKay-Hall Coal & Mining Co.

HENRY MEINHOLTZ, Secretary-Treasurer The Gem Coal Co., Okmulgee, Oklahoma, was born in St. Louis, Missouri, July 9, 1875, and has been in the coal business for eleven years.

ARTHUR L. MURPHEY, President Seneca Coal Co., Tulsa, Oklahoma, was born in Topeka, Kansas, August 27, 1869, and has been in the coal business twenty-one years. He was formerly with the Wear Coal Co.

H. E. OAKES of Mangum, Oklahoma, President Mangum Milling Co., Elk City, Oklahoma, was born in Wisconsin October 17, 1866, and has been in the retail coal business sixteen years.

WILLIAM OGILVIE, Superintendent Pleasant Valley Coal & Coke Co., Henryetta, Oklahoma, was born in Scotland March 26, 1872, and has been in the coal business for twenty-six years.

PATRICK HENRY O'KEEFE of the McAlester-Edwards Coal Sales Agency, Pittsburg, Oklahoma, was born in LaSalle, Illinois, March 23, 1868, and has been in the coal business for eleven years. He formerly acted as Sales Agent for the Pittsburg branch of the above concern as well as the Wichita, Kansas, branch of the Dawson Fuel Sales Co.

CHARLES WARREN PAYNE of the Charles Payne Coal Co., Lawton, Oklahoma, was born in Oswego, New York, May 22, 1866, and has been in the coal business thirteen years.

P. G. PIERCE, Carbon, Oklahoma, President Carbon Coal Co. and Pierce Coal Co., was born in North Wales September 13, 1868, and has been in the coal business for eighteen years. He was formerly with Hopkins & Pierce.

R. T. PRICE, who was formerly with the Pennsylvania & Ohio Coal Co., Cleveland, Ohio, is now President and General Manager of the Consolidated Fuel Co. and the American Smokeless Coal Co., at Muskogee, Oklahoma. He is President of the Oklahoma Coal Operators Association and is well-known throughout the trade and community.

R. M. PULLEN, Manager and President Warden-Pullen Coal Co., Henryetta, Oklahoma, was born in Atchison County, Kansas, in 1879, and has been in the coal business for eighteen years, succeeding his brother, Fred C. Pullen, who joined the colors May 25, 1918.

J. G. PUTERBAUGH, President McAlester Fuel Co., McAlester, Oklahoma, was born in Newton, Kansas, January 31, 1876, and has been in the coal business for twenty-six years. He is also President of the Southern Anthracite Coal Mining Co., Russelville, Arkansas, and was formerly connected with the Western Coal & Mining Co., Missouri Pacific Railway Coal Department, Consolidated McAlester Coal Co., Carey-Puterbaugh Coal Co., and is a member of the American Institute of Mining Engineers, and Vice President American National Bank of McAlester.

H. C. RICE, General Manager Milby & Dow Coal & Mining Co. of Dow, Oklahoma, was born in Holden, Missouri, August 24, 1878, and has been in the coal business for twenty-two years. He was formerly with the McAlester Fuel Co.

AUGUST W. SCHNEIDER, Superintendent The Hazelton Coal Co., Coalgate, Oklahoma, was born at Arvada, Colorado, December 7, 1890, and has been in the coal business for seven years.

W. F. SELSOR, Manager W. F. Selsor Coal Co., Henryetta, Oklahoma, was born in Kansas City, Missouri, April 23, 1879, and has been in the coal business for seven years and thoroughly understands the coal business.

JOHN ROY SHARP, General Manager and Purchasing Agent Hailey Ola Coal Co., McAlester, Oklahoma, was born in Kingston, New York, October 24, 1876, and has been in the coal business for eighteen years. He was formerly with the Consolidated Indiana Coal Co., Chicago, Illinois, and the Dominion Coal Co., Springhill, Nova Scotia, Canada. Mr. Sharp is a member of the American Institute of Mining Engineers.

WILLSON E. SHEPHERD, Partner and Manager of Shepherd & Son, Hobart, Oklahoma, was born at Clinton, Illinois, June 27, 1885, and has been in the coal business sixteen years. He was with F. C. Shepherd, his father, until the latter's death, December 24, 1914.

ROY W. SHORT, doing a wholesale business under his own name at Henryetta, Oklahoma, was born in Rock Island, Illinois, July 1, 1876, and has been twelve years in the coal business. He was previously connected with the Rock Island Coal Mining Co., McAlester Fuel Co., Oklahoma Coal Co., and the Creek Coal & Mining Co.

CHARLES G. SIMS, President and Manager Home Lumber Co., Roosevelt, Oklahoma, was born in Beckvill, Texas, March 20, 1876, and has been in the coal business for eleven years. He was previously with the Citizens Lumber Co.

O. J. SMITH, Owner and Manager Santa Fe Coal & Fuel Co., Cherokee, Oklahoma, was born in Ovid, New York, August 11, 1868, and has been in the coal business for thirteen years at Cherokee. He was formerly with the J. I. Case Co. before going into the coal business.

GEORGE FRANKLIN SOUTHARD, President and Manager The Dewar Coal Mines Co., Enid, Oklahoma, was born in New York City January 25, 1852, and has been in the coal business for five years.

HARRY ELLIS SOUTHARD, Secretary The Dewar Coal Mines Co., Enid, Oklahoma, was born in Buffalo, New York, in 1890, and has been in the coal business for two years.

WALTER H. SPARGER, Lehigh, Oklahoma, Treasurer Folsom-Morris Coal Mining Co. and Treasurer and Auditor of the St. Louis-Galveston Coal & Mining Co., was born at Mt. Airy, North Carolina, August 24, 1884, and has been in the coal business for four years.

EUGENE S. TATON, Shawnee, Oklahoma, was born in the state of Tennessee, February 8, 1865, and has been in the coal business for sixteen years. He was formerly with Taton & Roberts and the Shawnee Supply Co.

W. H. WIGTON, Vice President-General Manager Blackstone Consolidated Coal Co., Okmulgee, Oklahoma, was born in Pennsylvania and has been in the coal business thirty-seven years. He was formerly with the New Soddy Coal Co., Tennessee, and Morrisdale Coal Co. of Pennsylvania.

OREGON

FUEL oil and wood have so thoroughly dominated the market in Oregon in recent years that the coal trade record of that state is lacking in the big figures that tell the story of the greatness of King Coal in so many other parts of the United States. Per capita consumption, .41 ton, as compared with the country average of 2.82 tons, is low and the square mile figure of three tons, against 123 for the United States as a whole, is remarkably so.

The only known productive coal area in the state is the Coos Bay field, situated in the southwestern part of the state in Coos county, and surrounding the body of water from which it takes its name. The total area of this field is approximately 230 square miles. The best Coos Bay coal is classed by the United States Geological Survey with the sub-bituminous. The field is divided into six districts, viz.: (1) the Beaver slough, which contains the largest and most valuable mines of the field and which is worked at Beaver Hill, Riverton and near Coquille; (2), the South slough, which takes care of a small local demand; (3), the Newport basin, which has been worked for a number of years and which "is most favorably located for economic mining;" (4), the Flanagan; (5), the North Bend basins, which are small and supply part of the local trade; (6), the Empire. A number of other fields—including the Upper Nehalem in Columbia county, the Lower Nehalem in Clatsop and Tillamook counties, the Yaquima in Lincoln county, the Eckley and Shasta fields in Curry county, and the Eden field in Coos county and the Rogue River Valley field in Jackson county—have been prospected.

Oregon's coal fields began to attract attention some years before the Civil War. The initial developments were in the Empire basin, but interest was soon transferred to the Newport, which remained the principal mine until the close of the last century, when the Beaver Hill came into greater prominence. The Census for 1880 credited the state with an output of 43,205 tons. Ten years later this had increased to 61,514 tons and in 1896 it was 101,721 tons. In only four years has the tonnage passed the 100,000 mark: In 1896, as just mentioned; the following year with 107,289 tons; 1904, with 111,540 tons, and 1905 with 109,641 tons. Production since that date has been as follows: 1906, 79,731 tons; 1907, 70,981; 1908, 86,259; 1909, 87,276; 1910, 67,533; 1911, 46,661; 1912, 41,637; 1913, 46,083; 1914, 51,558; 1915, 39,231; 1916, 42,592.

Coastwise shipments to San Francisco in 1915 were only 358 tons, against probably 15,000 tons in 1910. Over 82 per cent. of the production of the year was consumed within the state, 6,817 tons being used at the mines, 2,272 tons being sold locally and 23,226 tons being shipped to various Oregon points. The railroads consumed approximately 5,000 tons and 1,916 tons were shipped to Pacific tidewater.

In the year in question Oregon consumption was more than ten times greater than its total production. In addition to the 32,315 tons of Oregon coal accounted for in the paragraph preceding, Washington shipped her sister state 172,090 tons, Wyoming 106,787 tons, and Utah 30,755 tons. Alabama furnished 190 tons; Pennsylvania, 126 tons of bituminous coal and 200 tons of anthracite; and approximately 500 tons of lake cargo coal finally reached the state. The total consumption as shown by the above figures was 342,963 tons.

OREGON

H. D. ANDREWS of the Andrews-Conover Fuel Co., retailers at Portland, Oregon, was born in Indiana in 1875, and has been in the coal business almost fifteen years.

EDWIN J. CLOUGH, Secretary and Manager of the Arlington Lumber Co., handling coal at retail at Arlington, Oregon, was born in Junction City, Kansas, in March, 1868, and has been in the coal business for seventeen years.

ANTON H. EDLEFSEN, Vice President and Manager of the Edlefsen Fuel Co., engaged in the wholesale and retail coal business at Portland, Oregon, was born in Pellworm January 29, 1878, and has been in the coal business ten years.

ARTHUR MAHLON CONOVER, Manager of the Andrews-Conover Fuel Co., engaged in retail coal business at Portland, Oregon, was born in Illinois, July 24, 1880, and has been in the coal business thirteen years. Mr. Conover was previously connected with the Central Lumber & Coal Co., Caldwell, Idaho, and was also Secretary of the Lumber & Fuel Association of Boise Valley, Idaho.

M. L. McGRAW, President and Manager of the Centralia Coal Mining Co. and East Side Fuel Co., doing a retail coal business at Portland, Oregon, was born in Illinois, December 7, 1880, and has been in the coal business for eight years.

EDW. B. SWEET, Manager of the Vulcan Coal Co., retailers in business at Portland, Oregon, was born at Woodbine, Iowa, January 8, 1880, and has been in the coal business for five years.

PENNSYLVANIA

PENNSYLVANIA is not only in the vanguard in the coal industry of the country, but it tops the list of states both from the point of view of production and from that of consumption. It not only dominates the anthracite field to such an overwhelming extent that the scattered deposits in other parts of the country are, generally speaking, unknown except to the coal interests and consumers adjacent to such isolated operations, but it also far outranks the other states of the Union in the output of bituminous coal. To put it graphically, one ton out of every three tons of bituminous coal produced in the United States during the course of the year comes from the coal fields of Pennsylvania, which, while not as large in area as those of certain other important coal producing states, contain some of the best known beds of the country.

Bituminous. The bituminous coal fields of Pennsylvania are estimated to include an area of approximately 14,200 square miles in the western part of the state. Stratigraphically the coal-bearing rocks, all of which belong to the Pennsylvania series and reach a maximum thickness of approximately 2,600 feet in the southwest corner of the state, "lie in the form of canoe-shaped troughs extending northeast and southwest. There are six or more of these troughs and they lie at successively lower levels in going toward the Ohio river from either the east or the west, the whole tending to form a major shallow trough, whose axis runs roughly from Pittsburgh, Penn., to Huntington, W. Va. Around the rim of the major trough occur the outcrops of the lower measures, in the center the lower measures are deeply buried, and the exposed rocks belong to the upper measures."

The lowest of the coal-bearing formations of importance is the Pottsville, which contains, in the western part of the state, the Sharon and Mercer coals, "which have been worked only in restricted areas." Above the Pottsville lie the Allegheny ("Lower Productive Coal Measures") and Monongahela ("Upper Productive Coal Measures") formations. These are among the major fields of the state. Above the Upper Freeport bed of the Allgeheny formation lies the Conemaugh or "Lower Barren Measures." This contains six or more beds, "which, however, are workable only in very restricted areas, their best development being found in the Berlin basin in Somerset county." The famous Pittsburgh seam lies just above the Conemaugh and above the Pittsburgh occur the Redstone, Sewickley, Uniontown and Waynesburg coals.

The Allegheny formation varies in thickness from 250 to 350 feet and contains at least seven horizons of workable coal. From bottom to top these are known as the Brookville, Clarion, Lower Kittanning, Middle Kittanning, Upper Kittanning and Lower Freeport coals. While these beds do not have the continuity that marks certain formations in other states, the United States Geological Survey declares that "it is clear that the corresponding geologic horizons mark times of conditions generally favorable for coal formation and that no coal of wide extent is found at other levels. As a rule the coal beds are not characterized by details of section, roof or floor, by which they can be clearly recognized, except over limited parts of the field."

The Brookville coal is workable in spots over a large part of the marginal belt of the coal measures. It finds its greatest commercial development in Jefferson, Clearfield, Center, Cambria and Somerset counties. While the Clarion coal reaches workable thicknesses in about the same belt, "the two are seldom of workable thickness in the same section." As a general thing both the Brookville and Clarion coals occur in their purest state in the thinner veins. Although the Lower Kittanning seldom exceeds a thickness of four feet, it is considered the "most persistent, uniform and reliable" of the Allegheny formation. It has been found in workable thickness and purity in eleven counties. Except for cannel pockets at various points in the Upper Kittanning, neither that nor the Middle Kittanning are of great commercial importance. The Lower Freeport coal finds its greatest development in the well-known Moshannon (Clearfield), Reynoldsville-Punxsutawney and Barnesboro-Patton basins in Clearfield, Jefferson, Indiana and Cambria counties. The Upper Freeport is described by the United States Geological Survey as "a variable and complex bed, extending in gross workable thickness over most of its area, although over a considerable part of this territory it is too much broken up and too impure for profitable mining. It appears to be entirely absent in some localities." As a whole about 40 per cent. of the bituminous output of Pennsylvania comes from the Allegheny formation.

The Pittsburgh bed is confined to the southwestern

part of the state. Over large areas it has a thickness of nine feet and seldom runs under four. It is considered by the United States Geological Survey as the most uniform in quality and thickness and, for a given area, the most valuable of the Pennsylvania bituminous coal fields. Although its quality does not measure up to some of the other coals of the Allegheny formation to the east and although the Pittsburgh varies in quality from east to west, "on the whole," says the Survey, "the Pittsburgh coal, on account of its thickness, its regularity, its high grade and its adaptability for the production of coke and illuminating gas has long been the most famous bituminous coal bed in America."

The first official record of Pennsylvania bituminous production appears in the United States Census for 1840, when the state was credited with an output of 464,826 tons. While that seems ridiculously small in the light of present Pennsylvania tonnages it nevertheless represented 42.1 per cent. of the total bituminous output reported for that year. The 1840 production, however, both as an actuality and upon a percentage basis gives strong evidence that mining operations were well under way some years before that date. Perhaps no more striking illustration of the magnificent growth of the industry could be found than the statement that the 1916 production of bituminous coal in Pennsylvania alone, representing 33.8 per cent. of the total bituminous output for the year, was more than 150 times the total production of the country in 1840. Except for the Census figures of 1860 (2,690,786 tons) and 1870 (7,798,518 tons) official figures are lacking until 1871. Despite the irregularities in activities in the iron and steel industries, which, both directly and as coke consumers, are among the largest purchasers of Pennsylvania bituminous coal, the growth of the output of the state, as shown in the following tabulation, has been remarkably persistent, steady and sound:

Year.	Ton.	Year.	Ton.
1871	9,040,565	1894	39,912,463
1872	11,695,040	1895	50,217,228
1873	13,098,829	1896	49,557,453
1874	12,320,000	1897	54,417,974
1875	11,760,000	1898	65,165,133
1876	12,880,000	1899	74,150,175
1877	14,000,000	1900	79,842,326
1878	15,120,000	1901	82,305,946
1879	16,240,000	1902	98,574,367
1880	18,425,163	1903	103,117,178
1881	22,400,000	1904	97,938,287
1882	24,640,000	1905	118,413,637
1883	26,880,000	1906	129,293,206
1884	28,000,000	1907	150,143,177
1885	26,000,000	1908	117,179,527
1886	27,094,501	1909	137,966,791
1887	31,516,856	1910	150,521,526
1888	33,796,727	1911	144,561,257
1889	36,174,089	1912	161,865,488
1890	42,302,173	1913	173,781,217
1891	42,788,490	1914	147,983,294
1892	46,694,576	1915	157,955,137
1893	44,070,724	1916	170,295,424

Under normal conditions the product of the Pennsylvania bituminous mines is shipped from coast to coast. Distribution is made to nearly 40 states via all-rail routes. Pennsylvania contributes between 33 and 40 per cent. of the total bituminous tonnage moved to the Northwest over the Great Lakes routes. Canada draws upon the Keystone mines for nearly 4,000,000 tons, while tidewater shipments in 1915 totaled close to 14,000,000 tons. Approximately 38 per cent. of the total output of the year just mentioned was used for industrial and domestic purposes within the state itself. This tonnage, 59,993,642 tons, represented 91.53 per cent. of the total bituminous consumption of the state. Of the tonnage named the major part, 32,498,370 tons, was used in making coke at the mines. Shipments of coal to points within the state totaled 21,214,848 tons, while the local trade absorbed 3,231,909 tons. Operations at the mines accounted for the remaining 3,048,515 tons. Railroad consumption totaled 34,175,299 tons, or 21.6 per cent. of the output. Of this tonnage 30,294,892 tons were shipped all-rail, while 3,435,693 tons, used by railroads operating in the Northwest, were included in the lake cargo shipments of 9,619,701 tons. Shipments all-rail to Canada were 3,866,406 tons, while tidewater took 13,960,000 tons.

All-rail shipments to interstate points during 1915 amounted to 40,220,496 tons, or approximately 26 per cent. of the total output. In detail this tonnage was divided as follows:

	Tons.
Used in Pennsylvania:	
Used at mines for steam and heat	3,048,515
Used at mines for making coke	32,498,370
Sold to local trade, not shipped	3,231,909
Shipped to Pennsylvania points	21,214,848
Total used in Pennsylvania	59,993,642
Shipped to other States:	
Arkansas	86
California	5,324
Colorado	96
Delaware	951,419
District of Columbia and Maryland	1,514,354
Idaho	33
Illinois	1,677,186
Indiana	855,259
Iowa	66,973
Kansas	1,333
Kentucky	131,101
Louisiana	478,011
Michigan	1,948,235
Minnesota	120,244
Mississippi	45,075
Missouri	294,820
Nebraska	24,963
New England	6,587,890
New Jersey	3,489,656
New Mexico	29
New York	14,430,879
North and South Carolina	305
North Dakota	380
Ohio	7,197,013
Oklahoma	96

Oregon	126
Tennessee	30,613
Texas	239
Virginia	51,064
West Virginia	175,000
Wisconsin	142,694
Total shipped to other States, all rail	40,220,496
Shipped to Great Lakes for cargo	*9,619,701
Shipped to tidewater	13,960,000
Exported by rail	3,866,406
Used by railroads (shipped rail)	30,294,892
Total production	157,955,137

*Includes 3,435,693 tons used for railroad fuel in the Northwest.

The total quantity used for railroad fuel was 34,175,299 tons, or 21.6 per cent of the total production.

The great steel industry of the state and the many other industrial enterprises which have located within its borders primarily because of the accessibility of the bituminous coal deposits operate to give Pennsylvania the largest square mile consumption of any state in the Union. In 1915 this was 1,968 tons, or 16 times the average for the country as a whole. Upon a per capita basis the influence of anthracite naturally plays a large part. The per capita consumption of anthracite, 2.78 tons, is two tons greater than the average for the country as a whole and is exceeded only by that of the state of New Jersey. Its per capita bituminous consumption figure, 1.67 tons, is, however, below the country average, 2.04 tons, notwithstanding the fact that Pennsylvania as a whole consumes more bituminous coal than any other state in the Union. Its combined per capita consumption of bituminous and anthracite, 4.45 tons, shows up well in comparison with the country average of 2.82 tons.

As indicated in a preceding paragraph Pennsylvania looks to its own mines for the major share of the bituminous coal consumed within the state. In 1915 out of a total bituminous consumption of 65,540,997 tons, state mines furnished 59,993,642 tons. West Virginia came next with shipments of 4,945,295 tons. Third honors went to Maryland, which shipped 505,860 tons. Including Kentucky coal exported through Pennsylvania to Canada the Blue Grass shipments to the Keystone state totaled 79,125 tons. Ohio, the only other state to ship to Pennsylvania, contributed 17,075 tons. Anthracite consumption reached 23,292,584 tons, or 26.17 per cent. of the total anthracite production of the state.

Anthracite. Anthracite and Pennsylvania are synonymous in coal trade history; so much so in fact that, in speaking of the anthracite industry, unless special qualification is made, reference is solely to the Pennsylvania fields, the far western deposits being so limited in production that they are not generally taken into account in anthracite production statistics. The Pennsylvania anthracite fields underlie about 480 square miles in Susquehanna, Lackawanna, Luzerne, Carbon, Schuylkill, Columbia, Northumberland, Dauphin and Sullivan counties. With the exception of the Sullivan county (Bernice field) deposits the exact classifications of which has been a bone of contention, the anthracite fields have been divided into three trade regions and classified into four basins.

The Wyoming trade region covers the Northern basin in Lackawanna, Susquehanna, Wayne and Luzerne counties and includes the Carbondale, Scranton, Pittston, Wilkes-Barre, Plymouth and Kingston districts. The Lehigh region, or Eastern Middle basin, lies in Luzerne, Carbon and Schuylkill counties, and includes the Green Mountain, Black Creek, Hazelton, Beaver Meadow and Panther Creek districts. The Southern and Western Middle basins are in the Schuylkill region of Schuylkill, Columbia, Dauphin and Northumberland counties and include the East Schuylkill, Western Schuylkill, Lorberry and Lykens Valley districts in the Southern basin and the East Mahoney, West Mahoney and Shamokin districts in the Western Middle basin.

Early experiments in the use of anthracite began prior to the Revolutionary war. Obadiah Gore, a blacksmith, by the use of his bellows succeeded where others had failed in the burning of the "black stones" of the Wyoming Valley. In 1807 a shipment of 55 tons was made to Columbia and a few years later 22 tons were sent from Carbondale to Philadelphia. The first recorded use in ordinary open grates was in 1808. Statistics, as compiled by the Bureau of Anthracite Coal Statistics, date back to 1820, when 365 gross tons were mined from the Lehigh region. Two years later production was reported from the Schuylkill region, while the Wyoming region, which has furnished over 50 per cent. of the total shipments, did not enter the ranks until 1829. The Bureau figures, which are exclusive of coal sold locally or used at the mines and do not include movement from the Bernice field, show the following:

	Gross Tons			
Year.	Schuylkill.	Lehigh.	Wyoming.	Total.
1807	.....	.....	55	55
1820	.....	365	.....	365
1821	.....	1,073	.....	1,073
1822	1,480	2,240	.....	3,720
1823	1,128	5,823	.....	6,951
1824	1,567	9,541	.....	11,108
1825	6,500	28,393	.....	34,893
1826	16,767	31,280	.....	48,047
1827	31,360	32,074	.....	63,434
1828	47,284	30,232	.....	77,516
1829	79,973	25,110	7,000	112,083
1830	89,984	41,750	43,000	174,734
1831	81,854	40,966	54,000	176,820
1832	209,271	70,000	84,000	363,271
1833	252,971	123,001	111,777	487,749

1834	226,692	106,244	43,700	376,636
1835	339,508	131,250	90,000	560,758
1836	432,045	148,211	103,861	684,117
1837	530,152	223,902	115,387	869,441
1838	446,875	213,615	78,207	738,697
1839	475,077	221,025	122,300	818,402
1840	490,596	225,313	148,470	864,379
1841	624,466	143,037	192,270	959,773
1842	583,273	272,540	252,599	1,108,412
1843	710,200	267,793	285,605	1,263,598
1844	887,937	377,002	365,911	1,630,850
1845	1,131,724	429,453	451,836	2,013,013
1846	1,308,500	517,116	518,389	2,344,005
1847	1,665,735	633,507	583,067	2,882,309
1848	1,733,721	670,321	685,196	3,089,238
1849	1,728,500	781,556	732,910	3,242,966
1850	1,840,620	690,456	827,823	3,358,899
1851	2,328,525	964,224	1,156,167	4,448,916
1852	2,636,835	1,072,136	1,284,500	4,993,471
1853	2,665,110	1,054,309	1,475,732	5,195,151
1854	3,191,670	1,207,186	1,603,478	6,002,334
1855	3,552,943	1,284,113	1,771,511	6,608,567
1856	3,603,029	1,351,970	1,972,581	6,927,580
1857	3,373,797	1,318,541	1,952,603	6,644,941
1858	3,273,245	1,380,030	2,186,094	6,839,369
1859	3,448,708	1,628,311	2,731,236	7,808,255
1860	3,749,632	1,821,674	2,941,817	8,513,123
1861	3,160,747	1,738,377	3,055,140	7,954,264
1862	3,372,583	1,351,054	3,145,770	7,869,407
1863	3,911,683	1,894,713	3,759,610	9,566,006
1864	4,161,970	2,054,669	3,960,836	10,177,475
1865	4,356,959	2,040,913	3,254,519	9,652,391
1866	5,787,902	2,179,364	4,736,616	12,703,882
1867	5,161,671	2,502,054	5,325,000	12,988,725
1868	5,330,737	2,502,582	5,968,146	13,801,465
1869	5,775,138	1,949,673	6,141,369	13,866,180
1870	4,968,157	3,239,374	7,974,660	16,182,191
1871	6,552,772	2,235,707	6,911,242	15,699,721
1872	6,694,890	3,873,339	9,101,549	19,699,778
1873	7,212,601	3,705,596	10,309,755	21,227,952
1874	6,866,877	3,773,836	9,504,408	20,145,121
1875	6,281,712	2,834,605	10,596,155	19,712,472
1876	6,221,934	3,854,919	8,424,158	18,501,011
1877	8,195,042	4,332,760	8,300,377	20,828,179
1878	6,282,226	3,237,449	8,085,587	17,605,262
1879	8,960,829	4,595,567	12,586,293	26,142,689
1880	7,554,742	4,463,221	11,419,279	23,437,242
1881	9,253,958	5,294,676	13,951,383	28,500,017
1882	9,459,288	5,689,437	13,971,371	29,120,096
1883	10,074,726	6,113,809	15,604,492	31,793,027
1884	9,478,314	5,562,226	15,677,753	30,718,293
1885	9,488,426	5,898,634	16,236,470	31,623,530
1886	9,381,407	5,723,129	17,031,826	32,136,362
1887	10,609,028	4,347,061	19,684,929	34,641,018
1888	10,654,116	5,639,236	21,852,366	38,145,718
1889	10,486,185	6,294,073	19,036,835	35,817,093
1890	10,867,822	6,329,658	19,417,979	36,615,459
1891	12,741,258	6,381,838	21,325,240	40,448,336
1892	12,626,784	6,451,076	22,815,480	41,893,340
1893	12,357,444	6,892,352	23,839,741	43,089,537
1894	12,035,005	6,705,434	22,650,761	41,391,200
1895	14,269,932	7,298,124	24,943,421	46,511,477
1896	13,097,571	6,490,441	23,589,473	43,177,485
1897	12,181,061	6,249,540	23,207,263	41,637,864
1898	12,078,875	6,253,109	23,567,767	41,899,751
1899	14,199,009	6,887,909	26,578,286	47,665,204
1900	13,502,732	6,918,627	24,686,125	45,107,484
1901	16,019,591	7,211,974	30,337,036	53,568,601
1902	8,471,391	3,470,736	19,258,763	31,200,890
1903	16,474,790	7,164,783	35,723,258	59,362,831
1904	16,379,293	7,107,220	34,006,009	57,492,522
1905	17,703,099	7,849,205	35,857,897	61,410,201
1906	16,011,285	7,046,617	32,640,693	55,698,595
1907	20,141,288	8,320,653	38,638,452	67,109,393
1908	18,006,464	7,786,255	38,872,295	64,665,014
1909	16,864,147	7,532,271	37,573,467	61,969,885
1910	17,845,020	8,627,539	38,433,227	64,905,786
1911	19,375,369	9,775,018	40,803,912	69,954,299
1912	18,013,406	8,571,861	37,025,311	63,610,578
1913	19,338,870	9,347,583	40,388,175	69,069,628
1914	18,416.586	10,272.308	41,258,463	69,947,357
1915	18,043,709	10,190,421	39,945,344	68,179,474
1916	19,677,476	9,437,545	37,945,334	67,060,355

Speaking of anthracite preparation and distribution the United States Geological Survey says:

"Anthracite is shipped to nearly every state in the Union and to many foreign countries. The major portion is consumed in the territory near Pennsylvania, including Canada. In the larger eastern cities its use has become a necessity, but farther west and south anthracite is more of a luxury than a necessity and in the states most remote from the East the quantity consumed is small. The output of the anthracite mines is carefully crushed, cleaned and divided into sizes by a process and at a cost that render it little less than a manufactured product. There are ten of these sizes, each with its price and special use. Two major divisions are recognized, however, the prepared or domestic sizes, including broken, egg, stove and chestnut, which range from four inches down to three-fourths of an inch and the steam coal, including pea, buckwheat, buckwheat No. 2 (rice) and buckwheat No. 3 (barley), which range from three-fourths of an inch to one-sixteenth of an inch. The domestic sizes are in greatest demand and consequently bring the highest price. Attention in preparation is therefore directed to obtaining the largest possible proportion of those sizes and the finer coal resulting from the crushing is a by-product. It is not possible, however, to increase the proportion of domestic sizes beyond 60 to 65 per cent. of the coal shipped, or 50 to 55 per cent. of the total product."

Although the foregoing quotation is an accurate reflection of anthracite conditions as they have existed for a number of years past the Survey itself recognizes that certain changes have been taking place with respect to the relative importance and uses of the larger junior sizes. For example pea has come into much wider favor as a domestic fuel and has gained the sobriquet in large eastern cities of "the poor man's anthracite." No. 1 buckwheat has also been making headway in certain classes of strictly domestic trade, while the smaller sizes enter into active competition with bituminous coals in the hotel, large apartment and office building trade in the East. With the exception of No. 1 buckwheat, which is frequently prepared at the yards or docks, sizes smaller than pea are not shipped as a rule to the

West, as there is no market for them, but the yard screenings and dust are in high favor with zinc plants and malt houses.

Incomplete data gathered by the United States Geological Survey indicate that in 1915 not less than 50,000,000 net tons of anthracite was used in heating households, apartments, hotels, offices, schools and other buildings, while the bituminous coal consumption for domestic and small steam trade totaled only 71,000,000 tons. Although 74.4 per cent. of the anthracite shipments for the year went to the New England and Middle Atlantic states, tonnage distributed to other states covered a wide area, the figures showing that only four states—Arizona, Nevada, New Mexico and Utah—failed to call upon the Pennsylvania anthracite mines for a portion of their fuel supply.

In detail the distribution figures for the year named showed the following:

	Net Tons		
	Shipped by way of Great Lakes.	Shipped by rail only.	Total.
Middle Atlantic States:			
Pennsylvania—			
Used at mines for steam and heat	.....	.....	9,996,544
Sold to local trade, not shipped	.....	.....	2,092,086
Shipped to Pennsylvania points	.....	11,203,954	11,203,954
			23,292,584
New York	.....	20,789,494	20,789,494
New Jersey	.....	8,375,000	8,375,000
		40,368,448	52,457,078
*New England States	.....	8,267,000	13,767,000
South Atlantic and Southern States:			
Alabama	.....	8,100	8,100
Arkansas	.....	800	800
Delaware	.....	210,000	210,000
District of Columbia and Maryland	.....	1,470,000	1,470,000
Florida	.....	25,000	25,000
Georgia	.....	50,000	50,000
Kentucky	.....	20,000	20,000
Louisiana	.....	15,000	15,000
Mississippi	.....	2,000	2,000
North and So. Carolina	.....	124,000	124,000
Oklahoma	.....	500	500
Tennessee	.....	9,000	9,000
Texas	.....	22,000	22,000
Virginia	.....	170,000	170,000
West Virginia	.....	35,000	35,000
		2,161,400	2,161,400
North Central States:			
Illinois	807,000	2,485,000	3,292,000
Indiana	.....	600,000	600,000
Iowa	.....	310,000	310,000
Kansas	.....	25,000	25,000
Michigan	45,000	793,800	838,800
Minnesota	1,600,000	70,000	1,670,000
Missouri	.....	371,300	371,300
Nebraska	30,000	497,300	527,300
North Dakota	310,000	50,000	360,000
Ohio	.....	600,000	600,000
South Dakota	150,000	30,000	180,000
Wisconsin	1,680,000	50,000	1,730,000
	4,622,000	5,882,400	10,504,400
Western States:			
California	.....	500	500
Colorado	.....	600	600
Idaho	.....	200	200
Montana	.....	5,000	5,000
Oregon	.....	200	200
Washington	.....	1,900	1,900
Wyoming	.....	200	200
		8,600	8,600
Total distributed in United States for purposes other than railroad fuel			78,898,478
Used for railroad fuel			6,200,000
Total distributed in U. S.			85,098,894
Exported to Canada			3,852,894
Exported to other countries			112,361
Total exported			3,965,255
Total distribution, 1915			89,063,733
Total production, 1915			88,995,061

*Included in New England's final total is 5,500,000 net tons shipped by way of tidewater, the only group of states receiving coal in that way.

Although the figures given have been used in the summarization of the fuel consumption in various states appearing elsewhere in this volume the statistics actually represent distribution. This distinction, especially in regard to anthracite, is important because of the large storage piles accumulated in times past. Thus during the year under review the anthracite interests reported that storage stocks had been increased from 5,000,000 to 10,000,000 gross tons. The result is that the figures for certain states, particularly New York, New Jersey, Pennsylvania, and the New England group, represent receipts rather than consumption. Likewise it is possible, even probable, that coal consigned to storage plants in certain states may have been subsequently reshipped to other states. Considered in relation to the total tonnages, however, the variations produced by the two factors mentioned are too small to seriously affect the substantial accuracy and comparative value of the statistics given.

Review of the coal industry of Pennsylvania would be lacking if no mention were made of trade features at Philadelphia and Pittsburgh. While accurate figures upon the bituminous consumption at the first-named city are not available the anthracite consumption for 1915 was 4,476,002 net tons, or 1,184,002 tons more than was burned within the entire state of Illinois. Figured in another way Philadelphia consumed more than double the amount of anthracite used in the city

of Chicago. Philadelphia also takes high rank as a clearing port for water shipments of bituminous coal. During the year nearly 8,400,000 tons were loaded in the vessels at the port. More than 75 per cent. of this tonnage was carried to coastwise or Delaware Bay points. Anthracite shipments from the port aggregated 2,502,-602 net tons; of this, 2,406,756 tons went to coastwise, principally New England, points and 95,846 tons were exported.

Pittsburgh shares with Chicago the honor of being the largest coal consuming market in the country. In 1915 its consumption was placed at 17,144,015 tons. The district received 7,190,952 tons by rail and 9,953,-063 tons via the Monongahela river locks. In addition to the consumption within the Pittsburgh district itself 22,658,596 tons moved by rail and 2,351,255 tons by water through Pittsburgh to points west and 13,376,616 tons by rail to points east. In other words the movement to and through Pittsburgh, rail and water, for the year totaled 55,530,482 tons.

HOWARD W. PERRIN, Philadelphia, Pennsylvania,
Manager Anthracite Sales M. A. Hanna & Co., was born in Wyoming County, Pennsylvania, September 4, 1867, and has been in the coal business twenty-six years. He was formerly with Williams & Peters, James Boyd & Co. and Susquehanna Coal Co. He has served as President of the Coal Club of Philadelphia, President of the United States Golf Association, and has been identified prominently with many business interests.

SAMUEL DEXTER WARRINER, Philadelphia.

Samuel Dexter Warriner, Philadelphia, Pennsylvania, President of the Lehigh Coal & Navigation Company, the oldest of the anthracite mining companies, is one of the younger generation who is taking a prominent leadership in the anthracite branch of the coal industry. Coming up through the operating department he has acquired a thorough knowledge of the practical problems in connection with the production of coal as well as showing a happy faculty for the wise handling of labor and general executive ability.

Mr. Warriner was born February 24, 1867, in Lancaster, Pennsylvania. He was graduated from Amherst College in 1888 with the degree of A. B. and from Lehigh University in 1890 as Mining Engineer with degrees of B. S. and E. M.

He took service with the Liberty Iron Company as Engineer in 1890, then with the Lehigh Valley Coal Company as Assistant Superintendent and Mechanical Engineer 1890-1897. General Superintendent of the Calumet and Hecla Mining Company from 1897 to 1901. General Superintendent, General Manager and Vice President of the Lehigh Valley Coal Company from 1901 to 1912.

On July 1, 1912, he was made President of the Lehigh Coal & Navigation Company and has been a leading member of the Committee of Anthracite Operators in the wage conference with representatives of the United Mine Workers of America.

Mr. Warriner was appointed in 1903 as a member of the Anthracite Conciliation Board and has served continuously since then. In 1909 he was elected Trustee of Lehigh University, which position he still holds.

THE LEHIGH COAL & NAVIGATION COMPANY

437 Chestnut Street, Philadelphia, Pa.

A CENTURY OF "OLD COMPANY'S LEHIGH"

Considering the extent of its property, the quality of its product, the thoroughness of its mining methods and the policies adopted to conserve the supply still underground, The Lehigh Coal & Navigation Co. today occupies a unique and interesting place in the history of anthracite production in Northeastern Pennsylvania. The early history of the company, the efforts of its pioneers to make and reach a market for the wealth of fuel which they knew to be of so high a value to civilization, reads like a romance. And it is paralleled in interest by the record of the broad economic policy of the company's management in recent years.

The mines of The Lehigh Coal & Navigation Co. extend on either side of the Panther Creek in Carbon and Northeastern Schuylkill counties, Pennsylvania. At its upper end this anthracite territory approaches the Lehigh River; to which fact is attributable, doubtless, its opening during the earliest period of anthracite development.

Discovery of coal in this region is generally accredited to Philip Ginter, a backwoodsman, who late in the 18th century, settled near Mauch Chunk. Ginter's story is that one day in the year 1791, as he was returning after a day spent in the quest of game, he stumbled over what seemed to him to be a stone.

He had heard of "stone coal over in Wyoming," and was impressed with the idea that this "black stone" might have fuel value. He took it with him to his cabin, and the next day carried it to Col. Jacob Weiss, who lived at what was then known as Fort Allen. Keenly alive to the value of Ginter's find, should it prove to be coal, Colonel Weiss took the specimen to Philadelphia and submitted it to John Nicholson and Michael Hillegas.

Ascertaining by examination that this was the purest of anthracite, Hillegas, Weiss and Cist formed the Lehigh Coal Mine Co. in 1792, and took up 8,000 to 10,000 acres of unlocated land, including the Mauch Chunk Mountain.

This was the beginning of the "Old Company," and from that day to the present the coal which has come from these mines—Old Company's Lehigh—has been justly famed because of its purity and its high fuel and energy value.

Owing to the difficulties of transporting the coal to any considerable settlement, the mines remained neglected until the year 1806. In that year, William Turnbull constructed an "ark"—a rough timber boat—to convey two or three hundred bushels of anthracite to Philadelphia. Some of this was sold to the manager of the Philadelphia Water Works for use in the power plant, which then stood on the site of the present City Hall. But because of inexperience in handling anthracite, this fuel "seemed to extinguish the fire," and it was rejected as worthless.

The mines still languished until after the War of 1812, and it was not until Josiah White, Erskine Hazard and G. F. A. Hauto interested themselves in Lehigh lands, that the true development of the region began.

It was mainly the rare business sagacity and engineering skill of Mr. White that overcame the tremendous difficulties of the Lehigh Navigation, and that found the path by which the product of the mines could be brought to market.

In 1818, these three anthracite pioneers obtained control of the lands of the Lehigh Coal Mine Co. In the same year, they were granted, by act of legislature, the right to improve the navigation of the Lehigh River.

It is a rather interesting fact that the famous "bear trap" dam, now adopted by United States Government engineers for improvement of the Ohio River, was invented by Josiah White in the early work of Lehigh improvement. As is well known, the "bear trap" is hinged at the bottom and is lowered to permit the passage of navigation, being raised, when desired, by the force of the water itself. Mr. White had dams of this type built in secret and met the questions of the curious with the answer that he was building a "bear trap." French engineers afterwards condemned the dam as valueless; yet today enormous "bear traps" are being built by the government on the Ohio to pass the tremendous fleets that carry the tonnage of the Pittsburgh district.

When, by the raising of these "bear traps" on the Lehigh, the dam became full, and the water had run over it long enough for the river below the dam to acquire the depth of the ordinary flow of the river, the sluice-gates were let down, and the boats, which were lying in the pools above, passed down with the artificial flood. About twelve of these dams and sluices were made in 1819.

In these early days the coal was brought to market in what were termed "arks"—square timber boxes from sixteen to eighteen feet wide and from twenty to twenty-five feet long. These boats made but one trip. When they reached Philadelphia, and had been unloaded, they were broken up and the timber sold, the spikes, hinges and other hardware being returned to Mauch Chunk, a distance of eighty miles, by wagon. For two or three years the hands employed on these rude boats made the return trip to the mines afoot. Later, rough wagons were placed on the road by tavern-keepers, to carry them at low prices. Boats of this sort were used until the end of the year 1831, when the Delaware Division of the Pennsylvania Canal was partly finished. In the last year of this period 40,966 tons were thus floated down, requiring so many boats that, if placed in one line, they would have extended more than thirteen miles.

The interests of the two Lehigh companies were amalgamated April 21, 1820, under the name Lehigh Navigation & Coal Co. and with this date began the actual development of this rich property along broad lines. By an act of Assembly passed Feb. 13, 1822, The Lehigh Coal & Navigation Co. was incorporated, and the property of the prior associations, and the privileges created by the act of 1818, were vested in the new company.

The canal between Mauch Chunk and the Delaware as it now exists was begun in 1827. A large part of the company's product is still carried to market on this water route. The canal has seventy-five locks—fifty on the Lehigh division and twenty-five on the Delaware division. The entire route is 106 miles. The traffic is lowered from a maximum elevation of 531 feet above tide level.

Today, when anthracite is regarded as a necessity throughout the most populous section of the United States, it is interesting to recall this early period when the anthracite pioneers were compelled to fight their way to market and then to educate that market in the use of their product. As late as 1825 The Lehigh Coal & Navigation Co. found it advisable to print in pamphlet form a series of testimonials to the effect that anthracite could be burned, and that it was really a valuable fuel.

Today its market is bounded only within the territory which it can reach and supply. And among all of the anthracite mined, "Old Company's Lehigh" is recognized as pre-eminent for purity and high fuel value.

THE LEHIGH COAL & NAVIGATION CO. PROPERTY OF TODAY.

The superiority and economy of "Old Company's Lehigh" is owing to its high percentage of fixed carbon. As is well known, the heat efficiency of coal depends upon the fixed carbon it contains. "Old Company's Lehigh" contains from 4 to 6 per cent more than is found in other anthracite. It contains 14,000 B.T.U. and when burned leaves a residue of but 12 per cent of ash. It is because of the density and hardness of "Old Company's Lehigh" that the percentage of refuse is so low. Unlike a free-burning coal, it does not split up under the action of heat; and as it contains less sulphur and iron, it does not clinker as do other anthracites.

Of this purest of all anthracite, The Lehigh Coal & Navigation Co. has more than 500,000,000 tons still under the ground. The company owns in fee anthracite coal lands in Carbon and Schuylkill counties, Pennsylvania, comprising 8,631 acres. Upon this property are located well-equipped and modern collieries, with a productive capacity in excess of 4,000,000 tons per annum. The property includes the Nesquehoning, Lansford, Coaldale, Greenwood, Rahn and Tamaqua Collieries; Coaldale, Greenwood and Hauto Washeries. The company employs in these approximately 10,000 men.

The company owns the Lehigh and New England Railroad, the main line of which extends from Hauto, Pennsylvania, to Campbell Hall, New York, a distance of 126 miles, with principal branches to Palmerton, Slatington, Catasauqua, Bethlehem, Martins Creek, Bangor, Pennsylvania, and Sussex, New Jersey. The total main track mileage operated is 297.11, sidings and yards 84.10; total mileage owned, including sidings and yards, 283.87. This railroad connects with all the important trunk lines in the East, and is able to reach and distribute anthracite, cement, slate and other commodities originating on its line over a wide area.

The company also has a large holding in the stock of the Lehigh & Hudson River Railway Co., whose line extends from Easton, Pennsylvania, to Maybrook, New York.

The company owns and operates the Lehigh Canal, extending from Coalport, above Mauch Chunk, to Easton, a distance of 46 miles, and leases and operates the Delaware Division Canal, extending from Easton to Bristol, a distance of 60 miles.

JOHN J. TIERNEY, Philadelphia, Pennsylvania,
Vice President and General Sales Manager Crozier-Pocahontas Co., Philadelphia, was born in Newcastle, Pennsylvania, and has been in the coal business forty-six years, his first work being with the Philadelphia & Reading Coal & Iron Co. For several years he was President of the Smokeless Coal Operators' Association of West Virginia, and is now Treasurer of the National Coal Association. Mr. Tierney is President of the Powhatan Coal & Coke Co., Sharon Coal & Coke Co. and Tierney Coal Co., Vice President of the Page Coal & Coke Co. and Tierney Mining Co., and sole owner of the J. J. Tierney Coke Agency of Bluefield, West Virginia. Since 1881 he has been a member of the American Institute of Mining Engineers and is a member of the Engineers' Club and the Manufacturers' Club of Philadelphia.

DANIEL B. WENTZ, Philadelphia, Pennsylvania,
President Royal Colliery Co., Midvalley Coal Co., Stonega Coke & Coal Co., Virginia Coal & Iron Co. and Wentz Corp., was born in Jeddo, Pennsylvania, September 4, 1872, and has been in the coal business twenty-two years. He is also interested in the Maryd Coal Co., Upper Lehigh Coal Co. and J. S. Wentz Co. He is a member of the various coal associations of Pennsylvania, is well known throughout the trade, and has taken a prominent part in war work.

WILLARD HALL BRADFORD, Philadelphia, Pennsylvania, President W. H. Bradford & Co., Inc., Commercial Trust Building, Philadelphia, Pennsylvania, was born in Dover, Delaware, May 11, 1868, and has been in the coal business for twenty-six years. He is also interested in the Victor Coal Mining Co. and Clarion Coal Mining Co., and was formerly with the Altoona Coal & Coke Co., Columbia Coal Mining Co., and Spring Coal Mining Co. He is well known in eastern coal circles.

R. R. REUTLINGER, Philadelphia, Pennsylvania, Vice President W. H. Bradford & Co., was born in Cincinnati, Ohio, September 15, 1888, and has been in the coal business nine years. He is President of the Clarion Coal Mining Co. and Secretary and Treasurer Victor Coal Mining Co. He was formerly with the Davis Colliery Co., Elkins, West Virginia.

RAYMOND HAVEMEYER, New York City, Treasurer W. H. Bradford & Co., was born at East Orange, New Jersey, June 23, 1884, and has been interested in the coal business four years. He is also a Director of the Victor Coal Mining Co. and the Clarion Coal Mining Co. Mr. Havemeyer was formerly connected with the Phoenix Fuel Co.

LLOYD G. McCRUM, Somerset, Pennsylvania, General Manager W. H. Bradford & Co., Philadelphia, President Victor Coal Mining Co. and Vice President and General Manager Clarion Coal Mining Co., was born in Uniontown, Pennsylvania, August 7, 1877, and has been in the coal business for six years. He is a Lieutenant Colonel in the service.

WESTON DODSON & CO.,

INCORPORATED,

Bethlehem, Pennsylvania.

One of the old established and highly regarded anthracite producing companies is that of Weston Dodson & Co., Inc., of Bethlehem, Pennsylvania.

This business was born in the days of the Civil War and early in its history was in the hands of three brothers, of whom Weston Dodson was the senior and salesman. For the sixty years since it so established the spirit, which this generation inherited from the previous generation that it has been one of their most valued assets.

There are today among the firm's customers, concerns whose presidents were office boys half a century ago and some of these concerns for fifty years have bought from Weston Dodson & Co. because in the truest word the previous generation were gentlemen and salesmen and who made it their business "to live by the side of the road and be a friend to man."

The past year was one of sadness for those connected with the company because it marked the passing of the last of the three brothers who founded the business, and yet the unfailing kindness and courtesy of the late Charles M. Dodson sets a standard for his successors to emulate.

The business has grown as the firm has been true to principle and during the recent war nineteen of their young men, one of them a grandson of the founder, were wearing the khaki in nine different branches of the military service. The sales organization has been built up from young college men whose loyalty and devotion have been a very help in troublesome times. Loyalty to the house, of which they are all a part, is what they strive for.

The history of the house is the history of an idea rather than of any individual. With every employe interested in every transaction and every customer admitted to a front plane of equality in service the organization has gained not like a mushroom but like the proverbial sturdy oak. Troublous times have not brought the big opportunities which have made many people wealthy over night and yet the growth of the idea has brought with it a satisfaction in no sense fleeting.

The annual meeting of the sales employes brings upwards of eighty persons to the main office in Bethlehem from offices in six cities all over the land and each one comes imbued with the idea that if in these troublous times one must be engaged in coal it is well to be part of the company to which they all owe allegiance.

With the backing of employes, customers and miners they are looking confidently to the future and voice this confidence in two mottoes emblazoned on their coat of arms: "Our customers are always right," and "We do co-operate."

EMMETT R. TATNALL, Haverford, Pennsylvania,
President Franklin Coal & Coke Co., Treasurer Franklin Fuel Co. and Vice President Preston County Power Co., Philadelphia, Pennsylvania, was born in Philadelphia September 6, 1884, and has been in the coal business six years. He was previously with the Keystone Coal & Coke Co.

HOLLIE W. BISHOP, Philadelphia, Pennsylvania,
Vice President and Testing Engineer Franklin Coal & Coke Co., Commercial Trust Building, Philadelphia, Pennsylvania, was born in Roxano, Delaware, February 20, 1872, and has been in the coal business for nine years. He was formerly with the Keystone Coal & Coke Co.

CHESTER B. DUNGAN, New York City,
Vice President Franklin Coal & Coke Co., was born in Philadelphia, Pennsylvania, in April, 1882, and has been interested in the coal business eighteen years. Mr. Dungan was formerly with the Clearfield Bituminous Coal Corp., Empire Coal Mining Co. and Keystone Coal & Coke Corp. as New York Manager.

GEORGE H. HECK, Philadelphia, Pennsylvania,
Secretary-Treasurer of the Franklin Coal & Coke Co., Commercial Trust Building, Philadelphia, Pennsylvania, was born in Philadelphia July 4, 1889, and has been in the coal business twelve years. He is also President of the Franklin Fuel Co., Secretary Preston County Power Co., and Treasurer Schuylkill Coal Co. and was formerly with the Keystone Coal & Coke Co.

HENRY H. LINEAWEAVER, Philadelphia, Pennsylvania, President of H. H. Lineaweaver & Co., was born in Millerstown, Pennsylvania, December 22, 1872, and has been in the coal business twenty-three years. He is also President of H. H. Smith & Co. and the Shipman Koal Co. He was formerly with Nutting & Lineaweaver, Henry H. Lineaweaver and Smith, Lineaweaver & Co. He has many friends in the coal trade and is highly respected.

HARRY C. BEURY, Philadelphia, Pennsylvania, Treasurer H. H. Lineaweaver & Co., Inc., Philadelphia, Pennsylvania, was born in Llewellyn, Pennsylvania, September 8, 1868, and has been in the coal business for twenty-six years. He is also interested in the Big Branch Coal Co., Girard Mammoth Coal Co., Algoma Coal & Coke Co., and Quinnimont Coal Co.

JOHN E. SHEETS, Philadelphia, Pennsylvania, Secretary H. H. Lineaweaver & Co., was born in Washington, District of Columbia, December 24, 1869, and has been in the coal business twenty-nine years. He is also Secretary of H. H. Smith & Co. and of the Lebanon Stone Co. He was formerly with the Coal Traffic Department of the Philadelphia & Reading Railroad Co., Geo. B. Newton & Co., and Madeira, Hill & Co.

CHARLES ERNEST WILCOX, Philadelphia, Pennsylvania, A Director and Assistant to the President H. H. Lineaweaver & Co., was born in Baltimore, Maryland, October 26, 1878, and has been in the coal business fourteen years, and is a man well known throughout the coal industry of the country.

Madeira, Hill & Company
North American Building
Philadelphia, Pennsylvania

The headquarters of the Company is in Philadelphia, with other offices in New York (143 Liberty Street), Hartford, Connecticut, Frackville, Pennsylvania, Philipsburg, Pennsylvania, and Fairmont, West Virginia.

The Company controls mines producing the best grades of anthracite coal with operations located in the Wyoming, Lehigh and Schuylkill regions, also in the Lykens Valley field. Its activities also extend into the bituminous field with a large number of mines in the Clearfield region, Fairmont region of West Virginia, and on the Conemaugh Division of the Pennsylvania Railroad.

The product of these mines is distributed largely in the New England, Middle, and Central States.

The officers of Madeira, Hill & Co. are:

Percy C. Madeira, President.
Robert C. Hill, Vice President.
Louis C. Madeira, Vice President.
Jesse W. Powell, Treasurer.
John Gilbert, Secretary.
John Edmonds, Sales Manager, Anthracite Dept.
Harlow C. Voorhees, Sales Manager, Bituminous Dept.

Maryland Coal & Coke Company

Stephen Girard Building
Philadelphia, Pennsylvania

The Maryland Coal & Coke Co. of Philadelphia is one of the substantial and favorably known producing companies in Pennsylvania. This company owns and operates four mines in the Clearfield District of Pennsylvania, having a capacity of some nine hundred tons a day. They also have two subsidiary companies, the Maryland New River Coal Co., and the Maryland Coal Mining Co., which operate the Boone, Smokeless and Bachman mines in the New River District, Fayette County, West Virginia, which has a capacity of 15,000 tons a month.

The Maryland Coal & Coke Co. also acts as exclusive selling agent for the Smith and Hamill mines of the Hamill Coal & Coke Co., located at Blaine, West Virginia, on the Western Maryland Railroad, and for the Guion mine of the Guion Coal Co. in the Clearfield District of Pennsylvania. They also do a general wholesale jobbing business, especially in smokeless fuel of West Virginia, New River and Pocahontas coals, together with coal from the Central Pennsylvania District. The annual tonnage of the company is approximately 750,000 tons.

This company has its headquarters in the Stephen Girard Building, Philadelphia, Pennsylvania, and have branch offices at 17 Battery Place, New York City; 441 Calvert Building, Baltimore, Maryland; Warwick Hotel Annex, Newport News, Virginia; and Altoona Trust Building, Altoona, Pennsylvania.

The officers of the company are: George P. Spates President, Medford J. Brown Vice President and Treasurer, and Frank A. Taylor Secretary.

WALTER P. BROWN, Philadelphia, Pennsylvania, President Charles D. Norton Coal Co., Philadelphia, was born in Philadelphia and has been in the coal business more than thirty years. This business was established in 1838. Mr. Brown is a brother-in-law of the late Charles D. Norton, who was the head of the Charles D. Norton Co. for many years.

JOSEPH BARTON GIVIN, Philadelphia, Pennsylvania, Secretary-Treasurer Chas. D. Norton Coal Co., Philadelphia, was born in Philadelphia November 29, 1888, and has been in the coal business fifteen years. He is also Secretary-Treasurer of the Schuylkill Coal Exchange and was formerly Secretary of the Chas. D. Norton Co. His entire business experience has been with this organization.

Chas. D. Norton Coal Company

217-221 Stephen Girard Building
Philadelphia, Pennsylvania

This well-known company is one of the pioneer coal firms of Pennsylvania, having been established originally in 1838, under the firm name of Roberts, Walton & Co., the firm being composed of Asa Packer, Joseph B. Van Dusen, Joseph Walton and William H. Roberts. Mr. Walton and Mr. Roberts retired from the firm about 1843, and Asa Packer retired in the year 1846, at the time the Lehigh Valley Railroad was incorporated, and he became its first President.

Joseph B. Van Dusen associated with him Charles F. Norton in 1848 under the firm name of Van Dusen, Norton & Co., and continued until 1860, when Mr. Van Dusen retired and Mr. Audenried, the father of the present Judge of the Common Pleas Court of Philadelphia County, joined with Mr. Norton under the title of Audenried, Norton & Co. Some years later, after the death of both Mr. Audenried and Mr. Norton, the business was continued by Charles D. Norton, son of Charles F. Norton, under the firm name of Gorrell, Norton & Co., and later was changed to Charles D. Norton & Co.

In 1903 the company was incorporated as the Charles D. Norton Company, and continued until the death of Mr. Norton in July, 1916. The present corporation, Charles D. Norton Coal Company, has for its officers Walter P. Brown as President, a brother-in-law of the late Charles D. Norton, and Joseph B. Givin as Secretary and Treasurer, both of whom were associated with the Charles D. Norton Co. for many years.

The company is sole mine agents and shippers of Bituminous and Anthracite into all regions of the United States and Canada, specializing on Bituminous coal from Georges Creek, Western Maryland, West Virginia and Pennsylvania Bituminous fields, and Anthracite from mines located on Philadelphia & Reading, Pennsylvania and Lehigh & New England Railroads.

JAMES PIERPOINT, Philadelphia, Pennsylvania,
President James Pierpoint & Sons Co., was born in England June 12, 1852, and has been in the coal business eleven years. He is President of the Locust Colliery Co. and interested in the Chesterton Coal Co.

THOMAS R. PIERPOINT, Philadelphia, Pennsylvania,
Treasurer of James Pierpoint & Sons Co., was born in Bellefonte, Pennsylvania, November 4, 1885, and has been in the coal business seven years. He is also Secretary and Treasurer of the Locust Colliery Co.

ROBERT WILLIAM PIERPOINT, Philadelphia, Penn.,
Secretary and Sales Manager James Pierpoint & Sons Co., was born in Pittsburgh, Pennsylvania, July 17, 1890, and has been in the coal business seven years. He is a member of the Executive Board of the Philadelphia Wholesale Coal Trade Association.

THORNE, NEALE & CO., INC.,

Franklin Bank Building, Philadelphia, Pa.

Thorne, Neale & Co., Inc., are a well-known wholesale coal company with general offices in Philadelphia, Pennsylvania, that operate a number of large producing mines and have a considerable tonnage of both anthracite and bituminous coal.

Their principal anthracite mines are: Buck Run, near Minersville; New Castle, at New Castle; Forty Fort and Harry E, at Forty Fort; Mount Lookout, at Wyoming; North West, at Carbondale; Sterrick Creek, near Dunmore; Lackawanna, near Olyphant; Washeries: at Locust Dale; and Edgerton, near Carbondale, all in Pennsylvania.

Among their bituminous mines are: Sonman Shaft, B Vein; Sonman Slope, E Vein, near Portage; Pine Hill, near Meyersdale, all in Pennsylvania.

The officers of the company are all well and favorably known in the coal trade, and are as follows: President, S. B. Thorne; Vice Presidents, James B. Neale, Charles E. Fernberg; Secretary, James H. Collier; Treasurer, Laurence T. Bliss.

The company's general offices are located in the Franklin Bank Building, Philadelphia. Charles E. Fernberg is the General Sales Agent; G. R. Gabell, in charge of Bituminous Sales; David C. Davis, in charge of Anthracite Sales, and have offices in the following cities: New York, Charles F. Randolph, Manager; Baltimore, J. Frank Foster, Manager; Chicago, George E. Medin, Manager; Boston, Earl F. Larrabee, Manager; Buffalo, Clarence F. Westfall, Manager; Mauch Chunk, Walter T. Stedman, Manager; Scranton, L. B. Cornell, Manager.

STANLEY M. MARTIN, Philadelphia, Pennsylvania,
President Beccaria Coal & Coke Co., was born in Philadelphia August 22, 1878, and has been in the coal business fifteen years. He was formerly with the Merchants' Coal Co. and the Quemahoning Coal Co.

BECCARIA COAL & COKE COMPANY,
1206 Pennsylvania Building,
Philadelphia.

This company operates mines at Beccaria, Clearfield County, Pennsylvania, mining a very high grade bituminous coal from the Moshannan vein. The shipping point is Smoke Run, Clearfield County, Pennsylvania. The mines are located on the lines of the Pennsylvania Railroad, and the output is sold into Eastern and Atlantic Seaboard territory.

Stanley M. Martin is President of the company, Howard R. Knecht of Bethlehem, Pennsylvania, is Treasurer, and Horace Boyd of Bethlehem is General Superintendent.

Blair-Parke Coal & Coke Co.

Real Estate Trust Building
Philadelphia

The Blair-Parke Coal & Coke Co. received its charter in Pennsylvania February 18, 1909, and produces a high grade of Bituminous and Gas coal, principally the latter. The output of their mines is sold largely in the East to steel mills, railroads, public service plants, cement plants, brick works and for by-product purposes.

The officers of the company are: C. H. Diffenderfer President and Treasurer, Harry B. Clark Vice President, and Edgar G. Carlisle Secretary.

HARRY KENNEDY CORTRIGHT, Philadelphia, Penn., President Cortright Coal Co., was born in Mauch Chunk, Pennsylvania, July 14, 1882, and has been in the coal business for thirteen years. He is also Vice President of the Beaver Run Coal Co. and the Boucher-Cortright Coal Co., a Director of the Winifrede Coal Co. of West Virginia, Vice President of the Philadelphia Wholesale Coal Trade Association, and a Director of the American Coal Trade Association. He was formerly with N. D. Cortright & Son and W. A. Marshall & Co. Mr. Cortright is a well known man in the community as well as in the trade, has a wide circle of friends, and comes from a family that has long been prominent in the coal business.

CORTRIGHT COAL COMPANY,
Pennsylvania Building,
Philadelphia.

The name "Cortright" is one of the oldest and most favorably known in the Pennsylvania coal trade. Harry K. Cortright is President of the Cortright Coal Co. and is the third generation of this family in the coal business. His grandfather, Nathan Dodson Cortright, was the Superintendent of the second coal company founded in the East, and when he died in 1902, at the age of 87, he was the oldest coal man in the United States.

The Cortright Coal Co. started as a partnership about ten years ago, consisting of F. B. and H. K. Cortright. Mr. F. B. Cortright died several years ago at the age of 37, and after his death the company was incorporated with H. K. Cortright as President and H. B. Cornog as Vice President. Mr. Cortright has a wide personal acquaintance in coal trade circles and is one of the best known and most popular of the younger members in the trade.

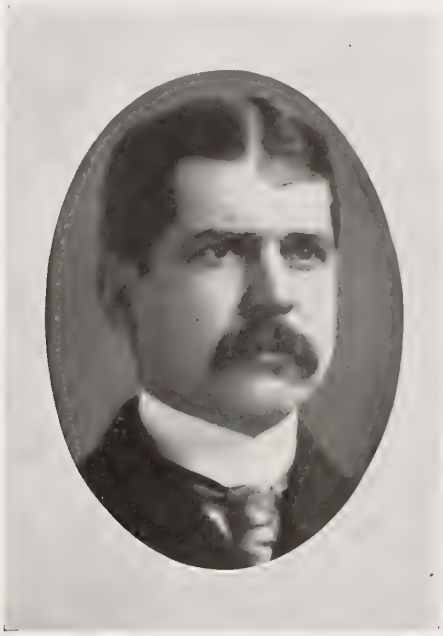
Pardee Brothers & Co., Inc.

447 Drexel Building
Philadelphia, Pennsylvania

One of the largest and best known among the independent Anthracite producing companies is that of Pardee Brothers & Co., Inc., with general offices at Philadelphia. They operate Anthracite mines in Luzerne County, Pennsylvania, located on the Lehigh Valley Railroad, with an approximate output of 600,000 tons annually. These mines have been in operation since 1895 and produce a high grade of Anthracite for domestic use.

The officers of the company are: Ario Pardee President and Treasurer, C. Pardee Vice President, Theodore B. Fryer Secretary and Sales Manager and Jno. W. Crooks General Manager.

JOSEPH BALL VAN DUSEN, JR., Philadelphia, Penn., Of Van Dusen, Bro. & Co., was born in Philadelphia July 11, 1861, and has been in the coal business thirty-eight years, succeeding his father, Joseph B. Van Dusen.



SAMUEL BALL VAN DUSEN, Philadelphia, Pennsylvania, Of Van Dusen, Bro. & Co., was born in Philadelphia January 10, 1860, and has been in the coal business forty years. He is associated with his brother, Joseph B. Van Dusen.

The Westmoreland Coal Company

224 South Third Street
Philadelphia, Pennsylvania

This well-known coal producing company was chartered in 1854 and since beginning operation its coal has been largely used by the railroads, gas companies and the largest iron and steel mills of New England and the Middle States, and its character is established as having no superior in gas-producing qualities and in freedom from sulphur and other impurities.

The capital stock of the Westmoreland Coal Company is $6,000,000 and the annual output at present is 3,000,000 tons. The company's mines are located at Irwin, Biddle Station, Export, Rillton and Yukon, Pennsylvania, all located in the famous Irwin Gas Coal Basin on the Pennsylvania Railroad in Westmoreland County, Pennsylvania, about twenty miles east of Pittsburgh.

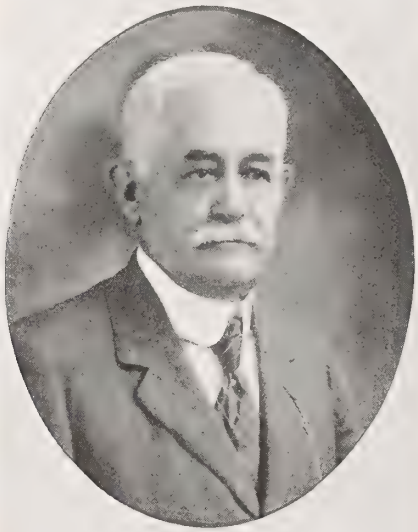
The points of shipment are Philadelphia, Baltimore, Maryland, and South Amboy, New Jersey.

The financial status of the company is commendable for the reason that in every year the stockholders have received a dividend since the company was incorporated.

The Westmoreland Coal Co., through private ownership, controls the Penn Gas Coal Co. and the Manor Gas Coal Co., which mine and ship coal similar to the Westmoreland in character, as their mines are located in the same basin.

The officers of the Westmoreland Coal Co. are: S. Pemberton Hutchinson, President; H. C. Adams, Vice President; George McCall, Treasurer; Carroll B. Nichols, General Sales Agent; Herman Roll, Secretary and Assistant Treasurer; and Howard R. Yearsley, Assistant Secretary. The Board of Directors are: William D. Winsor, William Carpender, Lewis A. Riley, Edw. Lowber Welsh, S. Pemberton Hutchinson, C. S. W. Packard, Louis R. Page, John Hampton Barnes, Wilson Catherwood.

W. D. ALTHOUSE, Philadelphia, Pennsylvania,
Of W. D. Althouse & Co., Widener Building, Philadelphia, Pennsylvania, was born in Berks County, Pennsylvania, March 4, 1865, and has been in the coal business for twenty-eight years. Mr. Althouse started with the Philadelphia & Reading Coal & Iron Co. in 1890, afterwards going into business for himself, and is one of the substantial and well known coalmen in Philadelphia.



THOMAS W. AYERS, Philadelphia, Pennsylvania,
Of Ayers & Bro., was born in Philadelphia, April 1, 1848, and has been in the coal business for fifty-three years. He was formerly with Day, Huddell & Co. Mr. Ayers is one of the most highly respected members of the Philadelphia coal trade and has received many honors at their hands. He served as Imperial Modoc of the Order KoKoal.

H. C. BARR, Philadelphia, Pennsylvania,
Sales Manager J. S Wentz Co., Upper Lehigh Coal Co., Midvalley Coal Co., and Maryd Coal Co., with offices in the Land Title Building, Philadelphia, was born in Bristol, Virginia, October 12, 1876, and has been in the coal business eighteen years. He was formerly with the Virginia Coal & Iron Co., Stonega Coke & Coal Co., and Royal Colliery Co., and has a wide acquaintance in the trade.

SAMUEL B. CROWELL, Philadelphia, Pennsylvania,
Vice President Geo. B. Newton Coal Co. and subsidiary companies, Philadelphia, was born March 3, 1868, in Philadelphia, and most of his business career has been passed in the coal business in his native city, until 1904 as Manager of Sales for Geo. B. Newton & Co., then as President of Robert Henderson & Co. until 1912, and from 1912 to 1916 as President of the Geo. B. Newton Coal Co. Mr. Crowell has been President of the Pennsylvania Retail Coal Merchants Association, Vice President International Retail Coal Merchants Association, Vice President of the Philadelphia Coal Exchange, and Resident Vice President of the National Retail Coal Merchants Association. He has been prominent in the retail coal trade.

EMPIRE COAL MINING COMPANY,
418 Stephen Girard Building,
Philadelphia, Pennsylvania.

A large and important coal producing company in the East is that of the Empire Coal Mining Co., which sells both anthracite and bituminous coal, under the trade name of "Empire." They operate one mine at Barnesboro, Cambria County, Pennsylvania, and three mines at Clymer, Indiana County, Pennsylvania, with a total capacity of 3,000 tons daily. This tonnage is sold exclusively at tidewater, New York, and New England points.

The company was organized in 1895 and maintains selling offices at 1 Broadway, New York City, Worcester, Massachusetts, Syracuse, New York, Clearfield and Reading, Pennsylvania, in addition to their Philadelphia headquarters.

The officers of the company are: Wm. A. Webb President, G. W. Shillingford Secretary and Treasurer, and A. Rankin Manager of the New York office.

FREDERICK W. FOEDISCH, Philadelphia, Pennsylvania, Proprietor of F. W. Foedisch & Co. of Philadelphia, Pennsylvania, was born in Philadelphia, May 13, 1881, and has been in the coal business for twenty-three years. He is also Treasurer of the Indian Ridge Coal Co. and was formerly with the Davis Coal & Coke Co., Penn Collieries Co., and Hite & Rafetto.

M. REA GANO, Philadelphia, Pennsylvania, President and Chairman Board of Directors Gano, Moore & Co., Inc., Philadelphia, and South American Shipping Co., American Steamship Corp. of Brazil, and American Steamship Corp. of North America, was born in Newport, Ohio, April 15, 1883, and has been in the coal business sixteen years, exporting coal to Brazil, Chile, Argentine, Uruguay, Sweden, Spain and Portugal, and importing ores, coffee and nitrate from South America.

L. MINFORD HUMRICHOUSE, Philadelphia, Pennsylvania, Manager coal department of Ernest Law & Co., Harrison Building, Philadelphia, Pennsylvania, was born at Baltimore, Maryland, November 25, 1885, and has been in the coal business for fifteen years. He started with the Davis Coal & Coke Co., afterwards going with C. W. Hendley & Co., and assumed his present position in 1907.

HENRY C. PEARSON, Philadelphia, Pennsylvania, Sales Agent Estate of A. S. Van Wickle, Philadelphia, Pennsylvania, was born in Philadelphia November 16, 1865, and has been in the coal business for thirty-one years, having formerly been with Geo. W. Bush & Sons Co., Smith & McKee and A. S. Van Wickle.

HOWARD D. PFEIFFER, Philadelphia, Pennsylvania. President Howard D. Pfeiffer & Co., was born in Camden, New Jersey, September 27, 1881, and has been in the coal business eleven years. He is Secretary and General Manager of the Chaffee Coal Co. and President of the Dollie Coal Co. He was formerly with the George W. Bailey Co.

LOGAN COAL COMPANY,
502 Harrison Building,
Philadelphia, Pennsylvania.

One of the important producers of steam and forge coal is the Logan Coal Co. of Philadelphia, who operate eight mines in Cambria County, Pennsylvania, located on the Pennsylvania Railroad. These mines were in operation from 1900 to 1905, and have a railroad rating as to capacity of approximately a million tons annually.

The Logan Coal Co. maintains branch sales offices in New York, Boston and Chicago, in addition to their general office at Philadelphia, and have a wide market for their output in New England and the Northern United States.

The officers of the company are Wm. J. Faux President and General Manager and Guy L. Wheaton Secretary and Treasurer, both of whom are well known in the coal trade.

MILLER COAL COMPANY,
503 Stock Exchange Building,
Philadelphia, Pennsylvania.

This company operates a mine at Portage, Cambria County, Pennsylvania, producing 1,200 tons daily of bituminous coal from the original Wilmore Basin, Miller Seam. The output is a high-grade power plant coal. The mine is located on the Pennsylvania Railroad.

The Treasurer and General Manager of the company is H. R. Burt, who is well known in trade circles, and has been in the coal business for the past twelve years.

CHARLES K. SCULL, Philadelphia, Pennsylvania, Formerly one of the most widely known retail coal merchants in the United States, now retired, was born in Philadelphia November 27, 1853, and has been in the coal business forty-four years. He was formerly with the Philadelphia & Reading Coal & Iron Co. and later President of the Piedmont Cumberland Coal Co. Mr. Scull has held numerous positions of honor in the coal associations of Pennsylvania and has been an active retail coalman in Philadelphia for more than thirty years. He was active and prominent in the Order of KoKoal for ten years, and has been Secretary of the Philadelphia Coal Exchange since its incorporation in 1895.

THOMAS F. SLATTERY, Philadelphia, Pennsylvania, Owner of Slattery Bros., has been in the coal business sixteen years. He operates an anthracite mine in the Schuylkill district.

WALTER S. SMALLEY, Philadelphia, Pennsylvania, Individual Operator and Jobber, was born in Clayton, New Jersey, December 13, 1871, and has been in the coal business since 1888. He has interests in mining operations at St. Clair, Shamokin and Minooka, Pennsylvania. He was formerly with the Charles Warner Co. of Wilmington, Delaware, and the Mount Hope Coal Co. Mr. Smalley is a well-known coalman.

J. C. STAUFFER, Philadelphia, Pennsylvania, Manager Philadelphia branch B. Nicoll & Co., was born in Altoona, Pennsylvania, in 1876, and has been in the coal business twenty-one years. He was formerly connected with the Lloydell Coal Co., Majestic Coal Co., Allport Coal Co., Flenner, Henderson & Stauffer, and Frugalite Coal & Coke Co.

FRANK BAYARD STEWART, Philadelphia, Pennsylvania, President Winifrede Coal Co., Winifrede Railroad Co., and Belmont Coal Co., in West Virginia, with sales office in Cincinnati, Ohio, was born in Philadelphia in 1875, and has been in the coal business twenty-one years.

JOSEPH WARNER SWAIN, Philadelphia, Pennsylvania, Of Swain Bros., was born in Bristol, Pennsylvania, June 25, 1849, and has been in the coal business forty-eight years. This business was established by Edward and Joseph W. Swain in 1871.

ALFRED TURNER, Philadelphia, Pennsylvania, Only member of the firm of Colin & Turner, was born at West Hartlepool, England, July 25, 1863, and has been in the coal business ten years. He supplies only bunker coal to steamers, representing some of the largest shipping companies in the United Kingdom, and the British Admiralty since 1915.

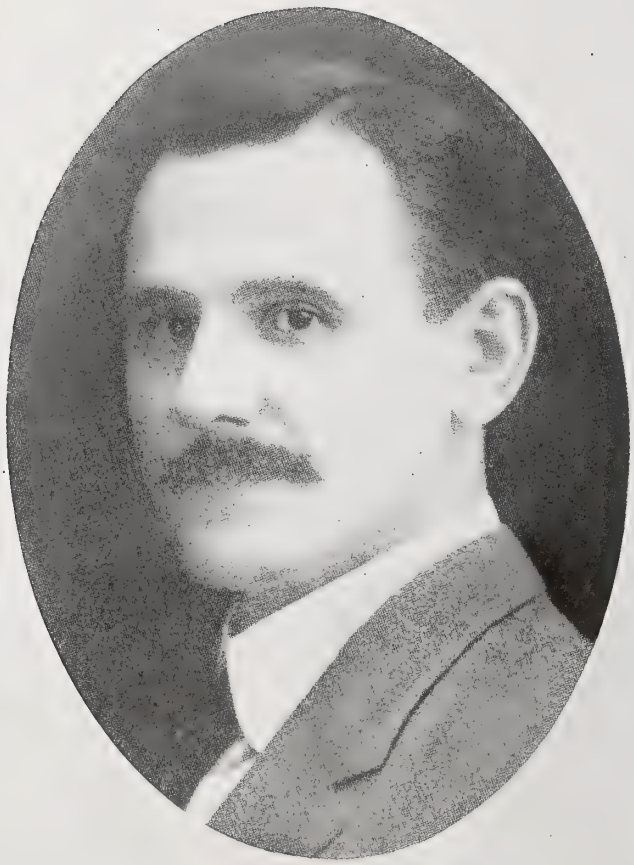
SAMUEL O. WALKER, Philadelphia, Pennsylvania, President and General Manager Coalmont Moshannon Coal Co., was born in Philadelphia July 8, 1864, and has been in the coal business eleven years.

FRANK HINES WIGTON, Philadelphia, Pennsylvania,
President The Morrisdale Coal Co., The Morrisdale Coal Mining Co. and the Cunard Coal Co., was born in Huntingdon County, Pennsylvania, March 17, 1857, and has been in the coal business over forty years. He is a Director in the Miller Coal Co. and was formerly with R. B. Wigton and R. B. Wigton & Sons. Mr. Wigton is a pioneer coal operator, coming from a family of coal and iron operators whose activities demand more than usual mention.

JOHN WILLS,
1214 Pennsylvania Building,
Philadelphia, Pennsylvania,
Started in the coal business in 1895, and has never been associated with any one else. He specializes on the distribution of gas and bituminous coals in the East.

A. A. ZANE, Philadelphia, Pennsylvania,
Of A. A. Zane & Co., was born in Philadelphia February 5, 1874, and has been in the coal business twenty-one years. He was formerly with J. H. Weaver & Co. and F. W. Foedisch & Co.

WALTER G. ROGERS, Pittsburgh, Pennsylvania,
Vice President and General Manager Fairview Mining Co., was born in Rogers, Ohio, May 3, 1881, and has been in the coal business fifteen years. He is the owner of several tracts of coal land. He was formerly with the Pittsburgh Coal Co., Monongahela River Consolidated Coal & Coke Co., Moreland Coke Co., Penobscot Coal Co. and Pryor Coal Co.



JOHN HENRY JONES, Pittsburgh, Pennsylvania,
President Bertha Coal Co., Pittsburgh, was born in Greenock, Pennsylvania, October 7, 1866, and has been in the coal business forty-one years. He is well known throughout the trade, having recently organized thirteen different companies having a capital in excess of $4,700,000 and a capacity of four million tons per annum.

JAMES EDWARD STEWART, Pittsburgh, Pennsylvania,
Vice President Bertha Coal Co., was born in Shelburn, Indiana, December 25, 1876, and has been in the coal business over a quarter of a century. He is President of the Johnetta Brick & Coal Co.

D. C. EATON, Pittsburgh, Pennsylvania,
Treasurer Bertha Coal Co., was born in Graysville, Ohio, November 7, 1865, and has been in the coal business twenty-seven years.

VICTOR T. REED, Pittsburgh, Pennsylvania,
Secretary Bertha Coal Co., was born at Guelph, Canada, November 7, 1878, and has been in the coal business several years.

ISAAC T. JENKINS, Pittsburgh, Pennsylvania,
With the Bertha Coal Co., Pittsburgh.

THURSTON WRIGHT, Pittsburgh, Pennsylvania, President Penn Smokeless Coal Co. and the Wright-Gibson Co., was born in St. Louis, Missouri, January 29, 1879, and has been in the coal business seventeen years. He was formerly with the United Coal Co. and Merchants Coal Co. and later Receiver for both companies.

JOHN GIBSON, JR., Pittsburgh, Pennsylvania, General Manager and Treasurer Penn Smokeless Coal Co., was born in Calvert County, Maryland, December 6, 1879, and has been in the coal business fourteen years. He was formerly with the United Coal Co., Canadian Collieries, and Arctic Coal Co. of Norway.

THE WRIGHT-GIBSON CO.

COAL AND COKE

PENN SMOKELESS COAL CO.

Miners and Shippers

QUEMAHONING SMOKELESS COAL

General Offices: UNION BANK BUILDING, PITTSBURGH, PA.

LUMP
RUN OF MINE
HIYASOTA
NO SMOKE
EGG NUT & SLACK

HIGH GRADE LOW VOLIATILE LOW SULPHUR

No Clinkers—Fusing Point 2700°

For By-Product—Smithing—Steam

MINES: JEROME AND BOSWELL, SOMMESET COUNTY, PA., Myersdale Freight Rate, B. & O. R.R.

EUGENE S. REILLY, Pittsburgh, Pennsylvania, President Reilly-Peabody Fuel Co., American Connellsville Coal & Coke Co., Georges Creek Coal Mining Co., and the American Gas Coal Co., was born in Pittsburgh December 14, 1873, and has been in the coal business eleven years.

FRANK E. PEABODY, Pittsburgh, Pennsylvania, Treasurer and General Manager Reilly-Peabody Fuel Co., American Connellsville Coal & Coke Co., Quality Coal & Coke Co., Georges Creek Coal Mining Co. and American Gas Coal Co., was born in Columbus, Ohio, May 8, 1887, and has been in the coal and Connellsville coke business twelve years. He was formerly connected with the Producers Coke Co., American Steel Co. and the Peabody Coal & Coke Co. Mr. Peabody is developing a large tract of Fairmont gas coal.

THE REILLY-PEABODY COMPANY.

The Reilly-Peabody Fuel Co., a Pennsylvania corporation, started business the latter part of the year 1917, having control of the operations and output of the American Connellsville Coal & Coke Company's American Works Nos. 1, 2 and 3, located in the famous Connellsville coke region.

The operations of the Reilly-Peabody Fuel Co. have developed a coal and coke sales agency, controlling and distributing the output of other large producers in addition to their own operations. The Reilly-Peabody Fuel Co. has since acquired control of and is now operating the Quality Coal & Coke Co., with mines in Huntingdon County, Pennsylvania, The Georges Creek Coal Mining Co., operating at Lonaconing, Maryland, and the American Gas Coal Co., a West Virginia corporation.

The operations of The Georges Creek Coal Mining Co. at Lonaconing are being developed under the ordinary mining methods and also under the new "day-light mining" or stripping process.

The West Virginia acreage has just been acquired and comprises some 300 acres of splendid by-product coking and gas coals.

The officers of the Reilly-Peabody Fuel Co. since its incorporation have been: Eugene S. Reilly, president; L. P. Monahan, Vice President; F. E. Peabody, Treasurer; L. A. Quinlivan, Secretary.

LAURENCE A. QUINLIVAN, Pittsburgh, Pennsylvania, Secretary Reilly-Peabody Fuel Co., was born in Latrobe, Pennsylvania, in 1888, and has been in the coal business six years. He is also interested in the American Connellsville Coal & Coke Co., American Gas Coal Co., and Georges Creek Coal Mining Co. He is a Director of the National Coal Jobbers' Association.

GEORGE S. BATON, Pittsburgh, Pennsylvania, President Greensburg-Connellsville Coal & Coke Co., was born in Philadelphia, and has been in the coal business twenty-four years. He is also Consulting Mining Engineer of Baton & Elliott. He is President of the Board of Examiners, Pennsylvania State Mine Inspectors.

WILLIAM ALBERT PERRY, Pittsburgh, Pennsylvania, General Manager Greensburg-Connellsville Coal & Coke Co., was born in New England, Ohio, September 14, 1881, and has been in the coal business nineteen years. He was formerly with the Forsythe Coal Co., Mexican Coal & Coke Co., Les Esperansa, Mexico, the Republic Iron & Steel Co., United Coal Co., and W. J. Rainey Coke Co. He is a member of the American Society of Mining Engineers, and is a well known mine expert.

EDWARD JOHN FRAUENHEIM, JR., Pittsburgh, Penn., President and Treasurer Logansport Coal Co., was born in Pittsburgh, Pennsylvania, October 1, 1890, and has been in the coal business four years. The company turns out about 600 tons per day and is well and favorably known.

W. G. FRAUENHEIM, Pittsburgh, Pennsylvania, Vice President and Secretary Logansport Coal Co., was born at Pittsburgh, Pennsylvania, January 13, 1894, and has been in the coal business three years.

WILLIAM KELSEY FIELD, Pittsburgh, Pennsylvania, President Pittsburgh Coal Co., was born in Columbus, Ohio, in 1865, and has been in the coal business twenty-five years. He was formerly with the Sunday Creek Coal Co. and the St. Paul & Western Coal Co.

JOHN A. DONALDSON, Pittsburgh, Pennsylvania, Vice President Pittsburgh Coal Co., was born in Candor, Pennsylvania, in 1865, and has been in the operating end of the coal business thirty-five years. He was formerly with the Midland Coal Co. and the Monongahela River Consolidated Coal & Coke Co.

THOMAS F. ASHFORD, JR., Pittsburgh, Pennsylvania, President and General Manager Second Pool Coal Co., was born in Pittsburgh August 14, 1868, and has been in the coal business thirty years. He was formerly with T. M. Jenkins & Co. and the Flinn Coal Co. as Manager.

THOMAS F. ASHFORD, III., Pittsburgh, Pennsylvania, Secretary Second Pool Coal Co., Pittsburgh, was born August 10, 1892, in Pittsburgh and has been in the coal business nine years.

THOMAS BEADLING, Carnegie, Pa., Vice President and General Manager Verner Coal & Coke Co., was born in Pittsburgh, Pennsylvania, October 31, 1851, and has been in the coal business fifty-four years. Mr. Beadling is also interested in the Ferguson Coal & Coke Co. and Tasa Coal Co. He was formerly with Hartley & Marshall, Long Coal Co. and Beadling Bros.

HOWARD B. SALKELD, Pittsburgh, Pennsylvania, Assistant Secretary, Treasurer and Manager of Sales Verner Coal & Coke Co. and Assistant Secretary and Treasurer Wabash Coal Co., was born in Lloydsville near Altoona, Pennsylvania, September 1, 1880, and has been fifteen years in the coal business. He was previously connected with the Kirkbride Coal Co. He is also Secretary and Treasurer of the Ferguson Coal & Coke Co., Pittsburgh Block Coal Co. and the Tasa Coal Co.

IRA E. BIXLER, Pittsburgh, Pennsylvania, President Bixler Coal & Coke Co., was born in Bolivar, Ohio, May 23, 1881, and has been in the coal business fifteen years. He is also Vice President of the Bixler Coal Co., Columbus, Ohio, Vice President Dunn-Connellsville Coal & Coke Co., President of the Continental Steel & Supply Co. and President of the Enterprise Sand Co., all of Pittsburgh.

POLAND COAL CO.,
1013 House Building,
Pittsburgh, Pennsylvania,

This company was organized in 1912, being incorporated under the Pennsylvania laws. It specializes upon the distribution of bituminous coals only—gas, steam and by-product—to manufacturing plants.

The officers of the company are: Julian Kennedy, President; R. C. Crawford, Vice President and General Manager; J. O. Miller, Secretary and Treasurer; and George W. Forney, Sales Manager.

ALFRED R. HAMILTON, Pittsburgh, Pennsylvania, President A. R. Hamilton & Co., was born in Pittsburgh July 19, 1872, and has been in the coal business twenty years. He is also President of the North Pennsylvania Coal Co. and the B. S. Hammill Coal Co. and Vice President of the Barnes Coal Co. He was formerly with the Pittsburgh Coal Co. Mr. Hamilton holds several positions of honor in the various coal associations, is Chairman of the Committee on Production and an Executive Board Member of the National Coal Association, and is well known throughout the trade. He has many other business interests in the community.

BENJAMIN SAMUEL HAMMILL, Pittsburgh, Pennsylvania, Owner of the company bearing his name, President B. S. Hammill Co., Vice President B. S. Hammill Coal Co. and President B. S. Hammill, Inc., was born of American parents at Preston, Ontario, Canada, October 4, 1865, and has been in the coal business nineteen years. He was formerly with the Henderson Coal Co., Marine Coal Co., Monongahela River Consolidated Coal & Coke Co., Pittsburgh Terminal Railroad & Coal Co. and C. Jutte & Co.

GEORGE T. KIRKBRIDE, Pittsburgh, Pennsylvania, Manager Langeloth Coal Co., was born in Carnegie, Pennsylvania, in 1861, and has been in the coal business thirteen years. He was previously connected with the Kirkbride Coal Co.

R. C. MASTEN, Pittsburgh, Pennsylvania, President Masten Coal Co., was born in Rochester, Pennsylvania, August 31, 1880, and has been in the coal business seven years. He operates in the Pittsburgh seam, with a yearly output of 100,000 tons.

WILLIAM HAHMAN, Altoona, Pennsylvania,
General Manager Lilly Coal Co., Altoona, Pennsylvania, was born in Philadelphia, Pennsylvania, November 1, 1867, and has been in the coal business twenty-eight years. He is also interested in the Munster Coal Co., Clear Creek Coal Co. and Hahman & Richards.

LAWRENCE MARVIN RYAN, Altoona, Pennsylvania,
Secretary and Treasurer Cambria & Moshannon Coal Co., Altoona, Pennsylvania, was born in Syracuse, New York, January 5, 1886, and has been in the coal business ten years. He is also General Manager of the Heverly Coal Co. Mr. Ryan was formerly connected as Manager of Sales with the Lilly Coal Co. and W. H. Hughes & Co.

EDWARD E. McGILL, Erie, Pennsylvania,
Proprietor of the Burnwell Coal Co., Erie, Pennsylvania, was born in Bayonne, New Jersey, November 6, 1884, and has been in the coal business for thirteen years, previously bookkeeper for the G. J. Gebhords Co., Erie. Mr. McGill purchased his company from A. K. & R. W. Britton October 25, 1915, who were also doing business as the Burnwell Coal Co.

EDWARD P. WITTMANN, Erie, Pennsylvania,
President of Wittmann-Pfeffer Co. and General Manager of the Momeyer Coal Co., Erie, Pennsylvania, was born in Erie on March 3, 1874, and has been in the coal business for twenty-nine years, previously with the following firms: R. W. Russell, retail; Youghiogheny River Coal Co., The W. L. Scott Co., and the Pittsburgh & Erie Coal Co., wholesale. He has added, in recent years, building materials to the coal business.

JACOB U. KUHNS, Greensburg, Pennsylvania.
President of the Mt. Pleasant Coke Co. and a Director of the Donohoe Coke Co. and the Mt. Hope Coke Co., Greensburg, Pennsylvania, was born in Greensburg in 1871, and has been in the coal business for seventeen years. He is a member of the Coke Producers' Association of the Connellsville District.

C. J. KLINE, Greensburg, Pennsylvania,
Secretary and Treasurer of the Mt. Pleasant Coke Co., was born in Greensburg January 5, 1880, and has been in the coal business twenty years. He has held various positions with the present company since 1897.

WILLIAM RADFORD COYLE, Bethlehem, Pennsylvania,
Vice President and General Sales Manager Weston Dodson & Co., was born in Washington, D. C., in 1878, and has been identified with the coal industry ten years. Before engaging in the coal business Mr. Coyle had experience as soldier, civil engineer, and lawyer. He has served as Vice President of the National Coal Jobbers' Association and as a Director of the New York Wholesale Coal Trade Association. He is now in the service with the United States Marines.

H. C. BURKET, Greensburg, Pennsylvania,
President of the Atlantic Crushed Coke Co., and a Director of the Marion Gas Coal Co. and the Acme Gas Coal Co., was born in Arch Springs, Pennsylvania, and has been in the coal business for thirty years. He was previously associated with the following firms: Manor Gas Coal Co., Alexandria Coke Co., Morgan, Moore & Bain Co., and United Coal & Coke Co. He is now a Director of the First National Bank of Greensburg and President of the Greensburg Storage & Transfer Co.

WALTER LESLIE MONTGOMERY, Harrisburg, Pennsylvania, known all over the states of Pennsylvania, New Jersey, Delaware, and Maryland for his extensive experience in the coal business, Mr. Montgomery is a charter member of the Harrisburg Reserves, Bank Director, President of the Harrisburg Coal Exchange, Vice President of the Pennsylvania Retail Coal Merchants Association, and a member of many organizations pertaining to the coal trade.

In fact there are few men in Pennsylvania so well versed in the coal trade as Mr. Montgomery, and his opinions on important questions carry with them the weight of study and experience. He has done much personally for the advancement of good in the coal merchandising not only in the state of Pennsylvania but throughout the eastern states.

Mr. Montgomery was born in Harrisburg, Pennsylvania, January 22, 1872, and comes from a family that has been prominent in the business and social life of the state for over a century. His administration of affairs has been the highest degree successful, and he is regarded as one of the most efficient men in business in the East, not only as the head of the coal firm, but with numerous other enterprises.

S. E. DICKEY, Johnstown, Pa., President of the firm of S. E. Dickey & Co., Civil, Mining and Consulting Engineers, and President of the S. E. Dickey Coal Co., was born in Kittanning Township, Pennsylvania, March 30, 1880, and has been in the engineering business for the past sixteen years. His firm has been actively engaged in the mining and consulting engineering business for the last eight years, having offices at 809-811 Johnstown Trust Building, Johnstown, Pennsylvania, employing a large force of engineers and assistants, having charge of the engineering for a large number of coal companies, representing in all seventy-five operating mines. The S. E. Dickey Coal Co. is a subsidiary company of the engineering company and is to be the holding company for the purpose of operating, superintending and managing mines, properties and estates. Mr. Dickey has a very broad experience in the engineering and mining business, being reared in the heart of the bituminous coal district of Pennsylvania. He has been employed in all capacities in and about the mines. Starting at the age of twelve years he has been continuously engaged at this work except during the school periods. Each summer vacation was spent working at the mines or with an engineering corps.

H. F. GRAZIER, Johnstown, Pennsylvania,
Treasurer of the Grazier Coal & Coke Co., Johnstown, Pennsylvania, and Treasurer of the Grazier Coal Mining Co., was born in New Paris, Pennsylvania, December 27, 1877, and has been in the coal business for fourteen years.

TELFORD LEWIS, Johnstown, Pennsylvania,
Vice President and General Manager of the Somerset Mining Co., Knickerbocker Smokeless Coal Co., Wilbur Coal Mining Co., Telford Coal Co. and Jasahill Coal Mining Co., and Secretary Knickerbocker Fuel Co., was born in Johnstown October 20, 1873, and has been active in the coal business for twenty years. He made his start in the coal industry as a mining engineer for the Cambria Steel Co. He is a Director of the Johnstown Coal Club and of the Somerset County Coal Operators Association.

WILLIAM J. KUNTZ, Johnstown, Pa.,
President of the Dixonville Coal Co., the Citizens Coal Co., the Operators Coal Mining Co. and a Director in the Conemaugh Smokeless Coal Co., Johnstown, Pennsylvania, was born in Johnstown May 3, 1864, and has been engaged actively in the operating end of the coal business for fifteen years.

WILLIAM T. PAYNE, Kingston, Pennsylvania,
Vice President, Treasurer and General Manager of the East Boston Coal Co., Kingston, Pennsylvania, also President of the Raub Coal Co., and Vice President of the Evans Colliery Co., was born in Kingston April 20, 1871, and has been in the coal business for twenty-six years. His father, William G. Payne, has been connected with the anthracite trade since 1866 as wholesaler and operator. His grandfather, Edward Payne, of Minersville, Pennsylvania, began operating in the anthracite fields in 1841. The Payne family has been continuously in the mining business since that year.

JOHN C. COSGROVE, Johnstown, Pennsylvania,
President Cosgrove & Co., Johnstown, was born April 28, 1886, in Houtzdale, Pennsylvania, and has been in the coal business twelve years, since his graduation from the Pennsylvania State College. He is also President of the Marion & Pittsburgh Coal Co. of Johnston City, Illinois, Marion & Eastern Railroad of Marion, Illinois, Homer City Coal Co., Lenox Coal Co., Thermal Smokeless Coal Co., and Moxham Coal Co. of Johnstown, General Manager Ernest Coal Co., of Johnston City, and President Farmers Trust & Mortgage Co. of Johnstown. Mr. Cosgrove is a Director in several banking institutions and interested in other coal mining companies.

A. K. COSGROVE, Philadelphia, Pennsylvania,
Treasurer Cosgrove & Co., Stephen Girard Building, Philadelphia, was born in Hastings, Pennsylvania, in 1889, and has been in the coal business eight years. He is also interested in the Ernest Coal Co., Homer City Coal Co., Lenox Coal Co., Thermal Smokeless Coal Co., and Grazier Coal Mining Co., and was formerly with A. W. Hillebrand and R. C. Lea & Co.

PAUL B. COSGROVE, Johnstown, Pennsylvania,
Deceased, was a member of Cosgrove & Co., Johnstown, up to the time of his death December 22, 1917. He was born January 29, 1888, in Houtzdale, Pennsylvania, and service in the United States army and six years in the coal business constituted the active part of his life. At the time of his death Mr. Cosgrove was Secretary of the Marion & Pittsburgh Coal Co. of Marion, Illinois, Vice President of the Lenox Coal Co. of Hastings, Pennsylvania, Vice President of the Thermal Smokeless Coal Co. of Johnstown, Pennsylvania, and Treasurer of the Marion & Eastern Railroad Co. of Marion, Illinois.

H. J. MEEHAN, Johnstown, Pennsylvania,
Member of the firm of Cosgrove & Co., Johnstown, was born July 21, 1878, in McIntyre, Lycoming County, Pennsylvania, and has been in the coal business twenty years. He is also President of the Ernest Coal Co. and General Manager of the Marion & Pittsburgh Coal Co. of Johnston City, Illinois, and General Manager of the Homer City Coal Co., Grazier Coal Mining Co., Millerton Coal Co., Thermal Smokeless Coal Co., Lenox Coal Co., Homer City Coal Co., Moxham Coal Co., all of Johnstown. Mr. Meehan has had a wide experience as superintendent of mines for leading coal, coke and steel interests.

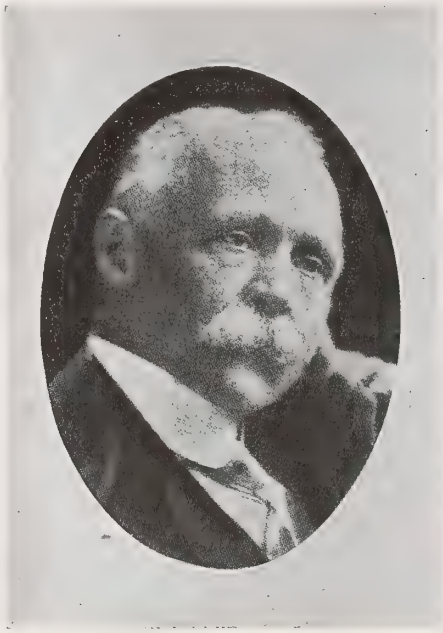
MILTON W. LOWRY, Scranton, Pennsylvania, President Carbon Creek Coal Co. (mines at Shamokin), Scranton, was born in Elkdale, Susquehanna County, Pennsylvania, March 10, 1859, and has been in the coal business sixteen years. Mr. Lowry, a lawyer by profession, has always taken an active part in civic and educational matters and has held numerous positions of honor. He has served as President of the Select Council of the city of Scranton, as President of the Republican State League of Clubs of Pennsylvania, and is a member of the Executive Committee of the Board of Trustees of the Pennsylvania State College, from which he was graduated in 1884.

WILLIAM ARTHUR THOMAS, Scranton, Pennsylvania, Vice President and General Manager Carbon Creek Coal Co., Scranton, was born in Lynn, Pennsylvania, September 10, 1872, and has been in the coal business eleven years. He was formerly President of the Rocky Ridge Coal Co. of Robertsdale, Pennsylvania.

WILLIAM GARDNER PEARSON, Scranton, Pennsylvania, Director and Secretary Carbon Creek Coal Co., Scranton, was born in Scranton August 18, 1880, from old New England stock and has been in the coal business five years. He was formerly with the Pennsylvania Coal Co. Mr. Pearson is a member of the Masonic bodies and many social and civic organizations.

HARRY A. SMITH, Scranton, Pennsylvania, Sales Agent for the Delaware, Lackawanna & Western Coal Co., was born in Scranton January 16, 1878, and has been in the coal business twenty years. He was formerly with the Delaware, Lackawanna & Western Railroad Co.

MARCUS W. SAXMAN, Latrobe, Pa., President Saxman Coal & Coke Co., Latrobe, Treasurer of the Superior Fuel Co. and Operating Manager of the Bradenville Coal & Coke Co., was born in Latrobe December 24, 1867, and has been in the coal business thirty years. He is President of the Latrobe Electric Steel Co., Blairsville Iron Works, and Citizens National Bank of Latrobe, Treasurer of the Russellton Stone Co., Victor Stone Co., and Derry Glass Sand Co., and a Director of the Latrobe Tool Co., Latrobe Trust Co., and First National Bank of Russellton. He has been connected with the Latrobe-Connellsville Coal & Coke Co., the Greenwich Coal & Coke Co., the Cardiff Coal Co., Kelso Smokeless Coal Co., Unity Coal Co., and Kent Coal Co.



CHARLES CALVIN BOWMAN, Pittston, Pennsylvania, President Avoca Coal Co., Avoca, Pennsylvania, Vice President Roden Coal Co., Marvel, Alabama, Secretary-Treasurer and a Director Franklin Coal Co., Simpson, Pennsylvania, and a Director Raub Coal Co., Luzerne, Pennsylvania, was born in Troy, New York, March 14, 1852, and has been engaged in the mining and shipping of coal since 1876. He was Mayor of Pittston, and a member of Congress.

OLIPHANT COAL & COKE CO.,
Third National Bank Building,
Uniontown, Pennsylvania.

This company has two operations located near Fairchance, Fayette County, Pennsylvania, mining daily 500 tons of steam coal, and shipping to both Eastern and Western markets.

Frank R. Crow is President of the company.

STANDARD FUEL CO.,
First National Bank Building,
Uniontown, Pennsylvania.

This company, consisting of M. D. Brooke and D. H. McGee, are miners and shippers of high grade coking, gas and steam coals, having the exclusive agency for the coal of the Buckhannon River Coal Co. of Adrian, West Virginia, on the Coal & Coke Railway. They also ship from Pennsylvania bituminous fields, from mines located on the Baltimore & Ohio Railroad, Western Maryland Railway, Pittsburgh & Lake Erie Railway and Pennsylvania Railway.

ROBERT W. GILMORE, Uniontown. Born at Philadelphia, Pennsylvania, October 6, 1868, and lived there until August 1, 1900. For a number of years before leaving Philadelphia he held the position of Confidential Clerk and Cashier at the Edge Tool Works of Fayette R. Plumb, Inc., located at Frankford, Philadelphia. In August, 1900, he went to Fayette County, Pennsylvania, having taken over a large merchandise store, but sold out of that to engage in the coking business, following the latter business until July 1, 1917, when he sold all of his interests to engage actively in the mining of coal and the selling of coal and coke. During this time he incorporated, constructed and managed the following concerns: The Newcomer Coke Co., Banning-Connellsville Coke Co., and the Wineland-Gilmore Coal & Coke Co., also was one of the incorporators of the Producers Coke Co., a brokerage concern handling millions of tons of coal and coke each year. Since October 1, 1916, with his brother as partner, he has been engaged in the brokerage business under the name of General Fuel Co., Uniontown, Pennsylvania, buying and selling coal and coke, also operating his two mining propositions, Eleanor Coal Co. and Commercial Coal Co., located at Wyano, Westmoreland County, Pennsylvania.

WALTER J. GILMORE, Uniontown, Born and raised at Philadelphia, and up to September, 1900, was actively engaged with Fayette R. Plumb, manufacturer of edge tools, and for about another year engaged in selling coal with the local office of a coal mining and shipping company. In 1901 he went to Fayette County as an employe of the H. C. Frick Coke Co. In the early part of 1908 he took charge of the Midland Coal & Coke Co., Philippi, West Virginia, as General Superintendent. In 1909 he returned to Fayette County and accepted a position with the Sunshine Coal & Coke Co. In 1911 Mr. Gilmore became associated with the Producers Coke Co., a coal and coke agency, as General Manager and later on became Secretary. In October, 1916, he left the above company to take an interest with his brother in the General Fuel Co., Uniontown, Pennsylvania, coal and coke wholesale jobbers, assuming active part of Sales Manager, in which duties he is now engaged.

SIDNEY A. CARSON, Greensburg, Pennsylvania, President Pennsylvania Fuel Co., Uniontown, Pennsylvania, was born in Pittsburgh, Pennsylvania, September 2, 1879, and has been in the coal business since 1895. He is also General Manager of the Southern Connellsville Coke Co. and the Northern Connellsville Coke Co., and Secretary and Treasurer of the Westmoreland Fuel Co. He was formerly with the H. C. Frick Coke Co. and J. K. Dimmick & Co.

GEORGE M. HOCHHEIMER, Uniontown, Pennsylvania, Treasurer and Sales Manager of the Pennsylvania Fuel Co., also Treasurer of the Faith Coal Co., Uniontown, Pennsylvania, was born in Uniontown October 1, 1879, and has been in the coal business for fifteen years. He was previously with the National Fuel Co.

Pennsylvania Fuel Co.,

First National Bank Building, Uniontown, Pennsylvania

As wholesalers this company handles 60,000 tons monthly of steam, gas, by-product coal and coke from Pennsylvania and West Virginia. They are the exclusive selling agents for:

The Northern Connellsville Coke Co., located at County Home Junction, Westmoreland County, Pennsylvania, on the Pennsylvania Railway.

The Southern Connellsville Coke Co., located at Cheat Haven, Fayette County, Pennsylvania, on the Baltimore & Ohio Railroad.

The Faith Coal Co., located at Davent, Fayette County, Pennsylvania, on the Pennsylvania Railway.

S. A. Carson is President and George M. Hochheimer Treasurer.

HARRY WHYEL, Uniontown, Pennsylvania,
President Whyel Coal Co., a Director of the Consolidated Coke Co., Uniontown, and a Director of the Pioneer Coal & Coke Co., Pittsburgh, Pennsylvania, was born in Pittsburgh February 24, 1863, and has been engaged in the operating end of the coal business for thirty-three years, the first fifteen with the Frick Coke Co., and since that time for himself. He is President of the Coke Producers' Association of the Connellsville region. His father, Matthias Whyel, was one of the pioneers in coal mining in the Pittsburgh district.

GEORGE WHYEL, Uniontown, Pennsylvania,
President of the Consolidated Coke Co. and Secretary and Treasurer of the Whyel Coke Co., Uniontown, Pennsylvania, and President of the Pioneer Coal & Coke Co., Pittsburgh, Pennsylvania, was born in Pittsburgh February 24, 1863, and has been engaged in coal operations for thirty-three years. At the age of twenty-one he became Superintendent for J. D. Boyd & Co., then devoted his whole time after 1890 to mining engineering until he became the owner of the Lynn Coal Co., which he sold in 1899, to become Superintendent for the Frick Coal Co. for six months. He built the Revere plant for W. J. Rainey, after which, in 1900, he went into the operating field for himself.

MORRIS CRAWFORD BOYD, Wilkes-Barre, Pennsylvania,
Of Haddock, Payne & Boyd, Wilkes-Barre, Managers Alden Coal Mining Co., was born in Yonkers, New York, and has been in the coal business twenty-seven years. He was previously with Dickson & Eddy, A. S. Swords & Co., and the Riverside Coal Mining Co.

JAMES H. HUGHES, Wilkes-Barre, Pennsylvania,
President of the Archbald Coal Co., Wilkes-Barre, Pennsylvania, was born in Carbondale, Pennsylvania, January 22, 1860, and has been engaged in the coal mining business for thirty-four years. He followed up his education in Pennsylvania at the University of Colorado, Boulder, and was Assistant Assayer with the Golden Smelting & Reduction Co. in 1881-1882. Then he returned to Pennsylvania, and has been with the Lehigh & Wilkes-Barre Coal Co., Keystone Coal Co., Dodge & Hughes, and Hughes, Moore & Sterling, mining engineers and agents for coal estates, consulting engineer for Anthracite Coal Co. of Pittsburgh, and General Manager of Archbald Coal Co. from 1910 to 1916.

PENNSYLVANIA—Allentown

CHARLES AMBROSE BAKER, senior member of Baker Bros., Allentown, Pennsylvania, was born in Harrisburg, Pennsylvania, October 19, 1861, and has been in the coal business fifteen years.

HARRY M. BAKER, Manager Baker Bros., Allentown, Pennsylvania, was born in Lancaster, Pennsylvania, November 5, 1863, and has been in the coal business fifteen years. Mr. Baker was formerly with C. R. Bachman Coal Co.

DE FOREST BAST of Allentown, Pennsylvania, was born in Freemansburg, Pennsylvania, October 27, 1861, and has been in the coal business thirty-two years. Mr. Bast served as President of the Allentown Retail Coal Association two years.

JOHN H. GLASSER, Allentown, Pennsylvania, salesman with Whitney & Kemmerer's Philadelphia office, was born in Allentown June 21, 1875, and has been in the coal business fifteen years. Mr. Glasser was formerly associated with the C. R. Bachman Coal Co. and the Pittsburgh-Buffalo Co.

FORRECT C. HAUSMAN, proprietor of the Auto Coal & Supply Co., Allentown, Pennsylvania, was born in Bethlehem, Pennsylvania, March 27, 1870, and has been in the coal business since April, 1915.

LLEWELLYN G. HEILMAN, retail coal merchant of Allentown, Pennsylvania, was born in Lowhill, Pennsylvania, May 13, 1873, and has been in the coal business five years.

J. H. KOEHLER of Koehler Bros., Allentown, Pennsylvania, was born in Allentown in 1863, and has been engaged in the coal business a quarter of a century.

W. A. KOEHLER of Koehler Bros., Allentown, Pennsylvania, was born in Allentown in 1868 and has been in the coal business a quarter of a century.

MILLARD A. KUDER, retail coal merchant of Allentown, Pennsylvania, was born at Trexlertown, Pennsylvania, November 12, 1862, and has been in the coal business fourteen years. He was formerly with the James F. Butz Co. He is President of the Retail Coal Merchants' Association of Allentown.

EDGAR J. LUMLEY, retail coal merchant of Allentown, Pennsylvania, was born in Allentown September 12, 1858, and has been in the coal business twenty-eight years.

WALLACE H. MARSTELLER, retail coal merchant of Allentown, Pennsylvania, was born in Alburtis, Pennsylvania, January 4, 1861, and has been engaged in the coal business six years.

LEO A. STEM, Line Sales Agent of the Lehigh Valley Coal Sales Co., in Allentown, Pennsylvania, was born in Cherryville, Pennsylvania, October 25, 1861, and has been in the coal business since 1881, the entire time with his present company.

PENNSYLVANIA—Erie

JOSEPH W. GLOWACKI, President of the Erie Coal Co., Erie, Pennsylvania, was born in Erie, October 16, 1880, and has been in the coal business for twelve years.

JULIUS F. GLOWACKI, Treasurer of the Erie Coal Co., Erie, Pennsylvania, was born in Erie, August 13, 1876, and has been in the coal business for twelve years.

CHARLES J. GUELCHER of Guelcher Bros., Erie, Pennsylvania, was born in Erie in 1869, and has been in the coal business for twenty-five years. He was previously with R. J. Saltsman for ten years and William F. Momeyer for eight years.

HENRY WILLIAM GUELCHER of Guelcher Bros., Erie, Pennsylvania, was born in Erie, April 22, 1872, and has been in the coal business for seven years.

MASON P. MIZENER, Manager Mizener Coal Co., Erie, Pennsylvania, was born in Erie, and has been in the coal business for twenty years.

MORTIMER H. MIZENER, Treasurer Mizener Coal Co., Erie, Pennsylvania, was born at Flushing, Long Island, New York, August 29, 1866, and has been in the coal business for twenty-five years.

CHARLES L. SIEGEL, Manager of the J. F. Siegel Coal Co., Erie, Pennsylvania, was born in Erie, August 24, 1875, and has been in the coal business for twenty years.

PENNSYLVANIA—Philadelphia

ALVA B. BATES of Fleming & Bates, Philadelphia, was born in Philadelphia August 30, 1877, and has been in the coal business for twenty-three years. He was formerly with the William M. Lloyd Co.

WALTER STILSON BLAISDELL, Secretary-Treasurer-Manager Punxsutawney Coal Mining Co., Anita Coal Mining Co., and Williams Run Coal Co. of Philadelphia, Pennsylvania, was born in Macomb, Illinois, May 21, 1866, and has been in the coal business for eleven years.

P. B. BURGER of the firm of Weston Dodson & Co., Philadelphia, Pennsylvania, has been connected with this firm since 1914 as salesman, now holding the position of Philadelphia Sales Manager. Mr. Burger is an expert mechanical engineer.

JOSEPH B. CAMPBELL, Treasurer Duncan-Spangler Coal Co., Philadelphia, Pennsylvania, and Vice President Jos. H. Reilly Coal Co., was born in Philadelphia January 9, 1873, and has been in the coal business twenty-six years. He was formerly with Peale, Peacock & Kerr and the Blubaker Coal Co.

EDGAR CARLISLE, Secretary Blair-Parke Coal & Coke Co., Philadelphia, Pennsylvania, has been in the coal business for some years and is well known in the trade.

FLOYD F. CHADWICK of F. E. Chadwick & Co., 1111 Land Title Building, Philadelphia, Pennsylvania, was born in Maryland and has been in the coal business twenty-three years. He was formerly with the Davis Coal & Coke Co., B. Nicoll & Co., and before launching in business for himself Eastern Manager of the Davis Colliery Co.

H. BARTRAM CORNOG, Vice President Cortright Coal Co., Pennsylvania Building, Philadelphia, Pennsylvania, was born in Westown, Pennsylvania, in 1879, and has been in the coal business for nineteen years. He was formerly with the Hutchinson Coal Co.

JAMES BINGHAM CORYELL, President James B. Coryell & Co., 1524 Chestnut St., Philadelphia, Pennsylvania, was born in Williamsport, Pennsylvania, September 4, 1856, and has been in the coal business for twenty-six years. He is also interested in the Mason Coal & Chemical Co. of West Virginia, and was formerly with the Cambria Coal Mining Co., Short Line Coal Co., and Cook Coal & Coke Co., all of West Virginia.

JOHN J. COYLE, President Bell Union Coal & Mining Co., 16th and Parkway, Philadelphia, Pennsylvania, was born in Pottsville, Pennsylvania, November 10, 1863, and has been in the coal business for six years. He is also a Director in the Pennsylvania Colliery Co., President of the Pennsylvania Mutual Life Insurance Co., and was a member of the House of Representatives of Pennsylvania, 1893-1894, and a Member of the Pennsylvania Senate 1895-1898.

JOHN M. CREAN of Crean Bros., well-known retail coal merchants of Philadelphia, Pennsylvania, was born in Philadelphia in 1857 and has been in the coal business sixteen years.

MAURICE J. CREAN of Crean Bros., Philadelphia, Pennsylvania, was born in Philadelphia in 1867 and has been in the coal business sixteen years. Mr. Crean has served as a Director of the Philadelphia Coal Exchange.

CHARLES EDWIN FERNBERG, General Sales Agent and Assistant Treasurer Thorne, Neale & Co., Philadelphia, Pennsylvania, was born in Philadelphia September 28, 1862, and has been in the coal business thirty-one years. He was formerly with Geo. W. Bush & Sons Co., Weston Dodson & Co., and Estate A. S. Van Wickle.

THOMAS FISHER, General Manager of the Berwind-White Coal Mining Co., Philadelphia, Pennsylvania, was born at Huntingdon, Pennsylvania, August 6, 1867, and has been in the coal business thirty-six years. He is also Vice President of the Berwind Fuel Co.

THEODORE B. FRYER, Secretary, Director and General Manager of Sales Pardee Bros. & Co., Drexel Building, Philadelphia, Pennsylvania, was born in Philadelphia, April 11, 1884, and has been in the coal business sixteen years.

G. RICHARDSON GABELL, Sales Manager and Director Thorne, Neale & Co., Philadelphia, Pennsylvania, was born in Burlington County, New Jersey, January 19, 1882, and has been in the coal business twenty-one years. He was formerly with the Davis Coal & Coke Co., and Hite & Rafetto.

ARNOLD GERSTELL, General Manager of Sales Percy Heilner & Son, Philadelphia, Pennsylvania, was born in Keyser, West Virginia, March 24, 1878, and has been in the coal business for twenty-one years. He is also interested in the Lynn Coal & Coke Co. and Davis Coal Mining Co., and was formerly with the Century Coal Co. and Davis Colliery Co.

WALTER C. HANCOCK of John C. Hancock & Co., Philadelphia, Pennsylvania, was born in Philadelphia, and has been in the coal business twenty-six years. He is a Director of the Coal Club of Philadelphia. John C. Hancock, senior member of the firm, organized the business in 1866 and is still active in the business of the company.

JOHN J. HASLETT, Manager National Fuel Co., Widener Building, Philadelphia, Pennsylvania, was born in Philadelphia June 15, 1878, and has been in the coal business for fourteen years. He was formerly with the Henderson Coal Co., Pittsburgh, Pennsylvania.

S. PEMBERTON HUTCHINSON, President Westmoreland Coal Co., 224 South Third Street, Philadelphia, Pennsylvania, was born in Philadelphia April 27, 1861. He attended St. Paul's School, Concord, New Hampshire, and was at the University of Pennsylvania two years. He entered the service of the Pennsylvania Railroad Co. as rodman Nov. 1, 1881; went through various grades in the Pennsylvania Railroad and was appointed Superintendent of the Lewistown Division Jan. 1, 1899, and Assistant General Agent at New York April 1, 1900. He resigned May 15, 1901, to become associated with Phelps-Dodge & Co. of New York in their railroad enterprise; resigned March 1, 1902, and was appointed Superintendent of the Pittsburgh Division of the Baltimore & Ohio Railroad March 9; resigned Nov. 30 to become Assistant General Superintendent of Michigan Central Railroad; appointed General Superintendent July 1, 1903; resigned Nov. 15, 1905, and became associated with the banking firm of Cramp, Mitchell & Shober of Philadelphia Sept. 1, 1906. He was elected President of the Westmoreland Coal Co. June 14, 1910, which position he now holds. Mr. Hutchinson is a Director in the Pennsylvania Company for Insurances on Lives and Granting Annuities, Farmers and Mechanics National Bank, Philadelphia National Bank, Stonega Coke & Coal Co., and Philadelphia Contributionship for the Insurance of Houses Against Loss by Fire, Manager of the Philadelphia Savings Fund Society, Trustee Penn Mutual Life Insurance Co., and a member of the Executive Council Philadelphia Board of Trade.

DAVID ISAACMAN, Keystone Coal & Wood Co., Philadelphia, Pennsylvania, was born in Philadelphia March 25, 1886, and has been in the coal business ten years.

W. ARTHUR JARDEN of W. A. Jarden & Co., Philadelphia, Pennsylvania, was born in Philadelphia in 1877, and has been in the coal business seventeen years.

JAMES M. KELLEY of M. Kelley's Sons, Poplar Street, Philadelphia, Pennsylvania, was born in Delaware County, Pennsylvania, July 25, 1856, and has been in the coal business forty-six years. Michael Kelley established the business in 1869. Mr. Kelley is Treasurer of the Philadelphia Coal Exchange.

W. KISHBAUGH, General Sales Agent Mill Creek Coal Co., Widener Building, Philadelphia, Pennsylvania, was born in Mauch Chunk, and has been in the coal business for thirty-seven years. He is also President of the Delano Coal Co.

ARTHUR KUPPINGER, Philadelphia, Pennsylvania, General Manager of Sales of the Valley Smokeless Coal Co., Ninevah Coal & Coke Co., and Beccaria Coke Corp., was born in Philadelphia September 22, 1874, and has been engaged in the coal business fifteen years.

AMBROSE LETTER of Owen Letter's Sons, Philadelphia, Pennsylvania, was born in Philadelphia September 13, 1869, and has been in the coal business thirty-six years. He is a Director of the Philadelphia Coal Exchange.

HARRY A. LING is Secretary of the Imperial Coal Co., 1330 Widener Building, Philadelphia, Pennsylvania.

SAMUEL J. LIVINGSTON, Vice President and Treasurer The Rockhill Iron & Coal Co., Philadelphia, Pennsylvania, was born in Philadelphia December 22, 1879, and has been in the coal business seventeen years. He is also Secretary of the Union Improvement Co., Highland Coal Co. and Big Black Creek Improvement Co.

JOHN E. LLOYD, President William M. Lloyd Co., Philadelphia, Pennsylvania, was born in Philadelphia in 1878, and has been in the coal business eighteen years. He is President of the Philadelphia Coal Exchange and Resident Vice President of the National Retail Coal Merchants' Association. He is very popular and highly respected in the trade.

PERCY C. MADEIRA, President Madeira, Hill & Co., Philadelphia, Pennsylvania, was born in Philadelphia November 14, 1862, and has been in the coal business thirty-nine years. Mr. Madeira is also interested in about twenty other companies and was formerly with Percy C. Madeira & Co., afterwards Madeira, Hill & Co. He was President of Geo. B. Newton & Co. from 1899 to 1912. Mr. Madeira is a man of great executive ability and is well known throughout the trade.

FRANK B. MARRIOTT of Marriott Bros., Philadelphia, Pennsylvania, was born in Philadelphia January 22, 1873, and has been in the coal business twenty-nine years.

JAMES W. MASON, President Mason-Heplin Coal Co. and Mason-Scholes Coal Co., Philadelphia, Pennsylvania, was born in Virginia December 17, 1869, and has been in the coal business twenty-six years. He was formerly with the Mason Coal Co. and the Geo. B. Newton Coal Co.

GEORGE GILBERT MATCHETT, Sales Agent Ayers & Bro., Philadelphia, Pennsylvania, was born January 27, 1864, and has been in the coal business seven years.

FRANK F. MATHERS, owner of J. W. Mathers & Sons and the Atlantic Fuel Co., Philadelphia, Pennsylvania, was born in Philadelphia September 25, 1867, and has been in the coal business thirty-four years.

HOWARD L. MERRICK, President Geo. W. Bailey Co., Philadelphia, Pennsylvania, was born in Philadelphia June 16, 1865, and has been in the coal business thirty-two years. He is also President of the Priscilla Coal Mining Co., South Fork, Pennsylvania.

GEORGE D. MILLER, Philadelphia, Pennsylvania, was born in Pennsylvania February 3, 1839, and has been in the retail coal business thirty-one years.

ROBERT J. MONTGOMERY, Vice President Philadelphia & Reading Coal & Iron Co., Philadelphia, Pennsylvania, was born in Philadelphia February 22, 1862, and has been in the coal business thirty-seven years. His business history has been one of a steady series of promotions in the company of which he is now Vice President. He was graduated from the Philadelphia High School in the spring of 1879 and the fall of that year found him at work for the Philadelphia & Reading Railroad at the shipping office at Port Richmond. In 1880 he took a position in the office of Thomas W. Richards, General Coal Agent of the Philadelphia & Reading Coal & Iron Co., became Chief Clerk in 1890, New York Sales Agent in 1904, General Coal Agent in 1907, and Vice President in 1916.

ROBERT V. PIERCE, Assistant Secretary The Lehigh Coal & Navigation Co., Philadelphia, Pennsylvania, was born in Philadelphia January 9, 1882, and has been in the coal business seventeen years.

WILLIAM CHARLES ROSS, Philadelphia, Pennsylvania, was born in Ireland in 1860, and has been in the coal business thirty-one years.

EDWIN F. SAXMAN, President Saxman Coal & Coke Co., Philadelphia, Pennsylvania, was born in Latrobe, Pennsylvania, and has been in the coal business thirty-one years. He was formerly with the Derry Coal & Coke Co., Sonman Shaft Coal Co., Pike Consolidated Coal Co., Connellsville Basin Coke Co., Conemaugh Smokeless Coal Co. and Edensburg Coal Co.

HERMAN JOHN APPLE SMITH of Smith & Hoethaus, Philadelphia, Pennsylvania, was born in Philadelphia March 3, 1869, and has been in the coal business twenty-eight years. Mr. Smith started as bookkeeper with Markmann & Haeuser and now owns the company.

WILLIAM J. STEEN of Wm. J. Steen & Co., Philadelphia, Pennsylvania, has been in the coal business eighteen years. He is a Director in the Philadelphia Coal Exchange, the Coal Club of Philadelphia and the Rotary Club of Philadelphia. He is Vice President and Secretary of Caskey & Keen, manufacturers of heaters.

JOSEPH B. VAN DUSEN, deceased, was born in Philadelphia in 1815 and died in 1897. He was engaged in the coal business from 1832 to the time of his death. He was connected with The Lehigh Coal & Navigation Co., Robarts, Walton & Co., and organized the Van Dusen-Norton Co., Hammet, Van Dusen & Lochman, Van Dusen Bros., Van Dusen, Swain & Co., and in 1878 Van Dusen, Bro. & Co., in which firm he remained until his death, his sons succeeding him in the business.

LEON WALKER, Secretary, Treasurer and General Manager Stineman Coal Mining Co., Philadelphia, Pennsylvania, was born in Wilmington, Delaware, May 4, 1878, and has been in the coal business twenty-four years. He is also Secretary, Treasurer and General Manager of the Hamilton Coal Co. of Wilmington, Delaware. He was formerly with the Puritan Coal Mining Co. and John C. Martin.

RAYMOND Y. WARNER, Treasurer Geo. B. Newton Coal Co., was born in Penns Manor, Pennsylvania, September 23, 1873, and has been in the coal business twenty-six years. He is Treasurer of B. Rowland & Bro., Frankford, Pennsylvania, and of the Newton Supply Co., Philadelphia, and also acts as Purchasing Agent for both B. Rowland & Bro. and the Geo. B. Newton Coal Co.

HOWARD R. YEARSLEY, Secretary Westmoreland Coal Co., Philadelphia, Pennsylvania, was born in Coatesville, Pennsylvania, June 27, 1869, and has been in the coal business thirty-one years.

JOHN M. YOUNG, Assistant Sales Manager Madeira, Hill & Co., Philadelphia, Pennsylvania, was born in Philadelphia January 28, 1879, and has been in the coal business eleven years. He was formerly connected with The Lehigh Coal & Navigation Co., Ayers & Bro. and H. H. Lineaweaver & Co.

PENNSYLVANIA—Pittsburgh

J. HARPER ADAMS, Secretary and Treasurer Tri-State Coal & Coke Co., Pittsburgh, Pennsylvania, was born in Clinton, Pennsylvania, December 21, 1860, and has been in the coal business twenty-six years. He was formerly Auditor of the Imperial Coal Co., Empire Coal Mining Co. and Moreland Coke Co.

S. N. BIRNEY, President Bixler Coal & Coke Co., Pittsburgh, Pennsylvania, was born in Hopedale, Ohio, December 13, 1880, and has been in the coal business fourteen years.

ALBERT R. BUDD, Vice President and General Manager Diamond Coal & Coke Co., Pittsburgh, Pennsylvania, and President A. R. Budd Coal Co., was born in Cincinnati, Ohio, in January, 1878, and has been in the coal business twenty-three years. He was formerly General Manager of Blaine Coal Co.

ROBERT BUKA, District Manager The Valley Camp Coal Co., Pittsburgh, Pennsylvania, was born in Pittsburgh November 2, 1887, and has been in the coal business twelve years. He was formerly with the Pittsburgh-Buffalo Co.

WALTER RENTON CALVERLEY, General Manager Union Collieries Co., Pittsburgh, Pennsylvania, was born in Leeds, England, October 1, 1862, and has been in the coal business forty-eight years. He is also President and General Manager of the Central Youghiogheny Coal Co. He was formerly with the Ellsworth Colliery Co., Pittsburgh Coal Co. and the Berwind-White Mining Co.

H. CHICHESTER, Secretary and Treasurer Pittsburgh & Bessemer Coal Co., Pittsburgh, Pennsylvania, was born in Romney, West Virginia, May 6, 1880, and has been in the coal business eleven years. He is also Secretary and Treasurer of the South Pittsburgh Coal & Supply Co.

HOLMES A. DAVIS, President and Treasurer Canonsburg Gas Coal Co., Pittsburgh, Pennsylvania, was born in Dubois, Pennsylvania, January 2, 1885, and has been in the coal business twelve years. He is also President of the West Pennsylvania Coke Co., the Luzerne Coal & Coke Co., the Canonsburg Gas Coal Co. and the Country Club Coal Co. and General Manager of the Warner-Youghiogheny Coal Co. and of the Charleroi Gas Coal Co. He was formerly with the Pittsburgh Gas Coal Co., Hester Coke Co., Brownsville Coke Co. and Belle Vernon Coke Co.

JOHN C. DAVIS, Secretary, Treasurer and Manager Paul Coal & Supply Co., Pittsburgh, Pennsylvania, was born in Hubbard, Ohio, February 12, 1871, and has been in the coal business seventeen years. He was formerly with the Youghiogheny & Ohio Coal Co.

THOMAS S. DUNCAN, Purchasing Agent H. C. Frick Coke Co., Pittsburgh, Pennsylvania, was born in Pittsburgh February 20, 1868, and has been in the coal business sixteen years. He is also interested in the United States Coal & Coke Co. and the National Mining Co.

R. O. DUNNE, President Dunne Coal & Coke Co., Pittsburgh, Pennsylvania, has been in the coal business all his life and is a very well known and highly respected coalman.

JOHN WILFRED ELY, Treasurer Dunne Coal & Coke Co. and Sales Manager Union Fuel Co., Pittsburgh, Pennsylvania, was born in Wellsboro, Pennsylvania, February 27, 1889, and has been in the coal business five years.

JOHN KENNEDY EWING, JR., Pittsburgh, Pennsylvania, was born in Uniontown, Pennsylvania, November 24, 1855, and has been in the coal business thirty-one years. He was previously with the Pittsburgh Block Coal Co.

WALTER J. FLANAGAN of the W. J. Flanagan Co., Pittsburgh, Pennsylvania, was born in West Jefferson, Ohio, April 10, 1871, and has been in the coal business nineteen years.

JOHN F. FLOOD, Manager Pittsburgh Coal Co., Youghiogheny Coal Department, Pittsburgh, Pennsylvania, was born in Pittsburgh August 20, 1878, and has been in the coal business twenty-three years.

GEORGE W. FORNEY, Sales Manager Poland Coal Co., Pittsburgh, Pennsylvania, was born June 16, 1885, in Enon Valley, Pennsylvania, and has been in the coal business thirteen years. He was formerly with the Pickands-Magee Co.

JAMES G. GEEGAN, General Manager and Secretary Clyde Coal Co., Pittsburgh, Pennsylvania, was born in Pittsburgh December 27, 1872, and has been in the coal business twenty-eight years. He is a Director of the Pittsburgh Coal Exchange.

MILTON M. GRIEST, President Bess Etta Coal Co. and Pittsburgh-Cambridge Coal Co., Pittsburgh, Pennsylvania, was born in Zanesville, Ohio, December 2, 1884, and has been in the coal business ten years. He was formerly with the Carnegie Coal Co.

E. M. GROSS, Western Manager Keystone Coal & Coke Co., Pittsburgh, Pennsylvania, has been in the coal business thirty-one years. He is also President of the Delmont Gas Coal Co. and Secretary of the Latrobe-Connellsville Coal & Coke Co.

HIRAM HARRIS, Secretary and Treasurer Springer Coal Co., Pittsburgh, Pennsylvania, was born in Pittsburgh July 27, 1879, and has been in the coal business four years. He was formerly with the Bessemer Coke Co. and Secretary of the Pitt Gas Coal Co.

EUGENE FRANK HARTLAND, General Sales Agent Commonwealth Fuel Co., Pittsburgh, Pennsylvania, was born in Wilkes-Barre, Pennsylvania, August 16, 1876, and has been in the coal business nineteen years. He was formerly with the Lehigh & Wilkes-Barre Coal Co., Susquehanna Coal Co., Pittsburgh-Westmoreland Coal Co. and Kilbuck Coal Co.

THOMAS R. HEYWARD, JR., of Thomas R. Heyward Co., Pittsburgh, Pennsylvania, was born on a rice plantation in South Carolina February 15, 1881, and has been interested in the coal business for about five years.

N. P. HYNDMAN, Sales Agent Washington Coal & Coke Co., Pittsburgh, Pennsylvania, was born in Mauch Chunk, Pennsylvania, May 10, 1849, and has been in the coal business for over fifty years. He was formerly with the Lehigh Coal & Navigation Co. and the Connellsville Coke & Iron Co.

ELLIOTT KELLER of Keller Bros., Pittsburgh, Pennsylvania, was born in Pennsylvania and has been in the coal business twenty-four years.

F. C. KELLER of Keller Bros., Pittsburgh, Pennsylvania, was born in Pennsylvania and has been in the coal business twenty-four years.

DELMONT JONES KENNEDY, President Bulger Block Coal Co., Pittsburgh, Pennsylvania, was born in Pittsburgh and has been in the coal business thirty-eight years.

GEORGE B. LITTLE, Secretary and Treasurer Superba Coal & Coke Co., Pittsburgh, Pennsylvania, was born October 2, 1892, in Pittsburgh. He was formerly connected with the J. H. Hillman & Son Co. and the American Steel Co.

WALTER A. MARSH, General Sales Manager Pittsburgh Coal Co., Pittsburgh, Pennsylvania, was born in Pittsburgh May 7, 1874, and has been in the coal business twenty-nine years. He was formerly with the F. L. Robbins' interests.

E. L. MORRIS, General Superintendent United Coal Co., Pittsburgh, Pennsylvania, was born in Clarksburg, West Virginia, and has been in the coal business twenty-six years. He is interested in the Hysilvania Coal Co. of Ohio. He was formerly with the Monongahela River Consolidated Coal & Coke Co. and the Pittsburgh Coal Co.

FRED J. MULHOLLAND, Sales Manager Clyde Coal Co., Pittsburgh, Pennsylvania, was born in Carey, Ohio, April 30, 1877, and has been in the coal business seventeen years. He is interested in a retail coal yard at Pittsburgh. He was formerly connected with the W. J. Hamilton Coal Co., W. A. Gosline & Co., New Pittsburgh Coal Co. and Pittsburgh Coal Co.

FRED E. NOW, Purchasing Agent Pittsburgh Coal Co., Pittsburgh, Pennsylvania, was born in Marietta, Ohio, July 4, 1859, and has been in the coal business twenty-six years.

WILLIAM K. RICHARDS, President Richards Coal Co., Pittsburgh, Pennsylvania, was born in Columbus, Ohio, and has been in the coal business sixteen years. He was formerly with the Monongahela River Consolidated Coal & Coke Co.

WILLIAM H. SHINN, Treasurer and General Manager W. H. Shinn Coal Co., Pittsburgh, Pennsylvania, was born in Allegheny, Pennsylvania, in August, 1863, and has been in the coal business thirty years. He was formerly with the Mansfield Coal & Coke Co. and the Pittsburgh Coal Co.

WILLIAM HENRY SIMMONS of W. H. Simmons & Co., Pittsburgh, Pennsylvania, was born in Cornwallis, West Virginia, March 30, 1866, and has been in the coal business twenty-eight years. He was formerly with M. A. Hanna & Co., Cleveland.

ALEXANDER C. SPEYER, Treasurer and General Manager Moreland Coke Co., Pittsburgh, Pennsylvania, was born in Wheeling, West Virginia, and has been in the coal business sixteen years. Mr. Speyer has numerous other coal interests.

JOEL T. M. STONEROAD, Secretary and Treasurer Carnegie Coal Co., Pittsburgh, Pennsylvania, was born in Dunbar, Pennsylvania, in May, 1865, and has been in the coal business seventeen years. He is also interested in the Carnegie Dock & Fuel Co. and is well known throughout the trade.

E. SUNSTEIN, President Moreland Coke Co., Pittsburgh, Pennsylvania, was born in Pittsburgh and in his sixteen years in the coal and coke business has always been connected with his present company.

ARTHUR F. SYROTH, Pittsburgh, Pennsylvania, Assistant Sales Agent Keystone Coal & Coke Co., was born in Pittsburgh in 1888, and has been in the coal business eleven years. He is also Sales Agent of the Delmont Gas Coal Co. and the Latrobe-Connellsville Coal & Coke Co. He was formerly with the Globe Coal & Coke Co. and the Western Coal Co.

SAMUEL ALFRED TAYLOR, President Crescent Coal Co., Domestic Coal Co., and Taylor Collieries Co., Pittsburgh, Pennsylvania, was born in Allegheny County, Pennsylvania, October 24, 1863, and has been in the coal business forty-four years. Mr. Taylor is an expert mining engineer and has numerous mining interests.

JAMES P. WALSH, Vice President Pittsburgh Coal Co., Pittsburgh, Pennsylvania, was born in Cleveland, Ohio, and has been in the coal business for thirty-six years. He was formerly with the Walsh-Upstill Coal Co.

PENNSYLVANIA—Reading

MILLER CUSTER AMMON of Ammon & Bro., Reading, Pennsylvania, was born in Reading September 3, 1867, and has been in the retail coal business for twenty-two years. He was with the Farmers National Bank of Reading for fourteen years.

FRANK J. BOYER, President Warala Coal Co., Reading, Pennsylvania, was born in Shartlesville, Pennsylvania, April 19, 1862, and has been in the operating end of the coal business sixteen years.

CARL BURKHOLDER, Reading, Pennsylvania, a salesman for Percy Heilner & Son, Philadelphia, was born in Reading in 1892, and has been in the coal business for seven years.

LOYAL BURKHOLDER, Reading, Pennsylvania, Reading Manager for Percy Heilner & Son, Philadelphia, was born in Reading in 1876 and has been in the coal business for twenty-one years.

JOSEPH W. HOLMES of J. W. Holmes & Co., Reading, Pennsylvania, was born in Reading November 27, 1859, and has been in the retail coal business for ten years.

MILTON A. KOLLER, Reading, Pennsylvania, was born in Shoemakersville, Pennsylvania, March 10, 1850, and has been in the retail coal business for twenty years. He was formerly with Farming & Nulling.

ARTHUR RICK, Reading, Pennsylvania, was born in Reading December 22, 1878, and has been in the coal business for eleven years. Previously he was with Hutchison & McCandlish and the Hutchison-McCandlish Coal Co.

SAMUEL F. SMEDLEY, a salesman for the Philadelphia & Reading Coal & Iron Co., Reading, Pennsylvania, was born in Philadelphia and has been in the coal business for eleven years. He was previously with the Vinton Colliery Co.

WILLIAM T. SNYDER, Reading, Pennsylvania, was born in Reading December 3, 1858, and has been in the retail coal business for twenty-nine years. He was Manager for H. E. Ahrens, whom he succeeded. He was the first President of the Pennsylvania Retail Coal Merchants Association and is now Secretary of the Retail Coal Dealers Association of Reading.

JOHN ARTHUR STRUNK, Reading, Pennsylvania, was born in Reading April 13, 1873, and has been in the retail coal business for twenty-three years. The firm of J. M. Strunk's Son was established by his father, John M. Strunk, in 1869. He is Treasurer of the Pennsylvania Retail Coal Merchants' Association.

PENNSYLVANIA—Scranton

FRANK P. BENJAMIN, Scranton Life Insurance Building, Scranton, Pennsylvania, President Mendon Hill Coal Co. and Trustee South Side Coal Co., was born in Peckville, Pennsylvania, June 17, 1876, and has been in the coal business for five years.

DAVID BOIES, 600 Clay Ave., Scranton, Pennsylvania, President Racket Brook Coal Co. and President Nay Aug Coal Co., was born in Scranton, Pennsylvania, in 1881, and has been in the coal business for some years. He is also interested in mine operations in West Virginia.

WILLIAM DE WALD BOYER, Scranton, Pennsylvania, President The Fentress Coal Co. and President Piney Mining Co., was born in Port Clinton, Pennsylvania, May 28, 1867, and has been in the coal business for eighteen years. He is also connected with the Blue Creek Coal & Land Co. and the Meadow River Coal & Land Co. and was formerly connected with the Piney Coal & Coke Co.

CHARLES E. BRADBURY, Secretary and Treasurer Elk Brook Coal Co., Connell Building, Scranton, Pennsylvania, was born in Mount Morris, New York, July 16, 1849, and has been in the coal business sixteen years. He was formerly with the Nay Aug Coal Co.

FRANK P. CHRISTIAN, Scranton, Pennsylvania, President, Treasurer and General Manager Peoples Coal Co., Oxford Colliery, was born in Oswego, New York, June 14, 1865, and has been in the coal business for twenty-six years. He was formerly with the Clearview Coal Co. and Blue Ridge Coal Co.

W. L. CONNELL, Scranton, Pennsylvania, President-General Manager Green Ridge Coal Co., The Enterprise Coal Co. and Connell Anthracite Coal Co., was born in Scranton, Pennsylvania, in 1862, and has been in the coal business for twenty-eight years.

CHARLES DORRANCE, General Manager The Hudson Coal Co., Scranton, Pennsylvania, was born in Meadville, Pennsylvania, March 12, 1883, and has been in the coal business for eleven years. He was formerly with the Lehigh Valley Coal Co., Lehigh Coal & Navigation Co. and Harwood Coal Co.

GEORGE W. ENGEL, Scranton, Pennsylvania, Chief Mining Engineer of the Temple Coal Co., Lackawanna Coal Co., Ltd., Mt. Lookout Coal Co., and Winton Coal Co., was born in Ashland, Pennsylvania, February 22, 1865, and has been in the coal business twenty-six years. He was formerly connected with the Locust Mountain Coal Co., Lehigh Coal & Navigation Co., Hudson Coal Co. and Clark Tunnel Coal Co.

OTTO C. EPP, Secretary-Treasurer Westlake Coal Co., Scranton, Pennsylvania, was born in Scranton November 28, 1887, and has been in the coal business for five years.

JAMES K. GEARHART, President Arkansas Anthracite Coal & Land Co., Scranton, Pennsylvania, was born in Scranton May 20, 1876, and has been in the coal business eleven years. He is also President of the Fernwood Mining Co.

W. H. GEARHART, Secretary-Treasurer Arkansas Anthracite Coal & Land Co., Scranton, Pennsylvania, was born in Northumberland County, Pennsylvania, December 8, 1839, and has been in the coal business thirty-six years. He is also interested in the Clear Spring Coal Co. and the Enterprise Coal Co. in the Pennsylvania anthracite fields. Mr. Gearhart is a well known coal man.

GEORGE HEIM, President Heim-James Coal Co., Scranton, Pennsylvania, was born in Waterloo, Pennsylvania, June 11, 1863, and has been in the coal business for six years. He is also interested in the Smokeless Anthracite Coal Co.

FRANK H. HEMELRIGHT, Vice President and General Manager Temple Coal Co., Scranton, Pennsylvania, was born in Beaumont, Pennsylvania, September 4, 1870, and has been in the coal business for thirty-seven years. He is also interested in the Lackawanna Coal Co., Ltd., The Lookout Coal Co., Forty Fort Coal Co. and the Edgerton Coal Co.

H. W. HOWARD, President The Howard Anthracite Coal Co., 704 Connell Building, Scranton, Pennsylvania, was born in Sturgis, Michigan, December 11, 1871, and has been connected with the coal industry for the past twelve years.

GEORGE F. HOWER of Hower & Stender, 1703 Madison Ave., Scranton, Pennsylvania, was born in Scranton November 26, 1865, and has handled coal for some years.

WILLIAM W. INGLIS, Vice President and Manager Delaware, Lackawanna & Western Railroad Co., Coal Mining Department, Scranton, Pennsylvania, was born in Scranton January 19, 1871, and has been in the coal business thirty-four years. He was previously connected with the Hillside Coal & Iron Co., N. Y., S. & W. Coal Co. and Pennsylvania Coal Co.

WILLIAM PAUL JENNINGS, 421 Arthur Avenue, Scranton, Pennsylvania, General Superintendent Pennsylvania Coal Co., was born in Great Britain in 1874 and has been in the coal business for thirty-one years.

JOSEPH J. JERMYN of Jermyn & Co., Scranton, Pennsylvania, was born in Scranton in 1852, and has been in the coal business all his life, succeeding his father, John Jermyn, who died in 1902.

EDWARD S. JONES, President Blue Creek Coal & Land Co. and Vice President Meadow Coal & Land Co., Scranton, Pennsylvania, was born in Blakely, Pennsylvania, December 22, 1864, and has been in the coal business twenty-six years. He was formerly connected with Jones, Simpson & Co., Pierce Coal Co., Clear Spring Coal Co. and Raymond Coal Co. Mr. Jones was President of the Kanawha & West Virginia Railroad until it was sold to the New York Central, and has been prominent in several banks.

JAMES KEARNEY, President The James Kearney Co., Scranton, Pennsylvania, was born in Scranton May 15, 1871, and has been in the coal business for thirty-one years.

JOHN W. KIRBY, 1702 Monroe Avenue, Scranton, Pennsylvania, Vice President Quinn Coal Co., was born in Scranton January 12, 1873, and has been in the coal business for eleven years. He was formerly with Peale, Peacock & Kerr and the Clinton Falls Coal Co.

FREDERICK L. MOORE, Mechanical Engineer of the Scranton Coal Co., Scranton, Pennsylvania, was born in Scranton in 1883, and has been in the coal business for eighteen years.

MICHAEL J. RAFFERTY, Secretary and General Manager Scranton Anthracite Coal Co., Scranton, Pennsylvania, was born in Scranton October 8, 1874, and has been in the coal business eleven years. He was formerly with the Minooka Coal Co.

CHARLES EDWARD ROBERTSON, 831 Connell Building, Scranton, Pennsylvania, was born in Scranton February 11, 1876, and has been in the coal business for three years.

WALTER LINCOLN SCHLAGER, Scranton, Pennsylvania, General Manager Traders Coal Co. and Plymouth Red Ash Coal Co., was born in Scranton October 1, 1864, and has been in the coal business for about nineteen years.

SAMUEL H. SEVINGLE, Treasurer Plymouth Red Ash Coal Co., Scranton, Pennsylvania, was born in South Canaan, Pennsylvania, February 17, 1872, and has been in the coal business for six years.

HOWARD A. STELLE, Scranton, Pennsylvania, was born in Paterson, New Jersey, in 1870, and has been in the coal business eleven years. He is also interested in the Traders Coal Co.

FRANK G. WOLFE, Chief Engineer Scranton Coal Co., Scranton, Pennsylvania, was born in Stroudsburg, Pennsylvania, April 21, 1860, and has been in the coal business since 1877. He was formerly with the Delaware, Lackawanna & Western Railroad.

PENNSYLVANIA—Uniontown

J. W. ABRAHAM, General Manager Banning-Connellsville Coke Co., Wineland-Gilmore Coal & Coke Co., Newcomer Coke Co., and the South Fayette Coke Co., Uniontown, Pennsylvania, was born in Smithfield, Pennsylvania, October 15, 1866, and has been in the coal business for twenty-five years. He was previously with the H. C. Frick Coke Co.

WILLIAM ALLISON, Secretary-Treasurer and Manager Union Connellsville Coke Co., and a Director Waltersburg Coke Co., Uniontown, Pennsylvania, was born in Greensburg, Pennsylvania, October 10, 1858, and has been in the coal business sixteen years.

JAMES G. BINNS, Treasurer and General Manager of the Buckhannon River Coal Co., Uniontown, Pennsylvania, was born in Fayette City, Pennsylvania, August 8, 1881, and has been in the coal business two years.

MARSHALL D. BROOKE of the Smock Coal Co., Uniontown, Pennsylvania, also interested in the Buckhannon River Coal Co., was born in Uniontown November 21, 1890, and has been in the coal business for six years. He is Secretary of the Coke Producers Association, Connellsville region.

JAMES R. CRAY, President Union Connellsville Coke Co. and Puritan Coke Co., Uniontown, Pennsylvania, was born in Darlington, Pennsylvania, March 8, 1860, and has been in the coal business twenty years. He is also President of the Indian Creek Valley Railway Co., a Director in the Wallace Coal & Coke Co., and Vice President of the Coke Producers Association of the Connellsville Coke Region.

A. Q. DAVIS, President Browning Coke Co., Uniontown, Pennsylvania, and President Davis Fuel Co. and General Manager Hess Coal Co., Morgantown, West Virginia, was born in Lafayette County, Pennsylvania, in 1875, and has been in the coal business eighteen years. He was previously with the American Steel & Wire Co. and the H. C. Frick Coke Co.

GUY B. GILMORE, General Manager of the Gilmore Coke Co., the Plumer Coke Co. and the Menallen Coke Co., Uniontown, Pennsylvania, was born in Uniontown September 14, 1876, and has been in the coal business eighteen years. He was previously with the Frick Coke Co., the Stonega Coke Co., and the Producers Coke Co., all of the Connellsville District.

JAMES EDGAR HUSTEAD, Secretary and Treasurer of the Hustead-Semans Coal & Coke Co., the Hope Coke Co., and South Fayette Coke Co., Uniontown, Pennsylvania, was born in Dunbar, Pennsylvania, November 6, 1880, and has been in the coal business for fifteen years.

THOMAS W. KEIGHLEY, Superintendent of the coal mines and coke works of the Stewart Iron Co., Uniontown, Pennsylvania, was born in Youngstown, Pennsylvania, July 15, 1882, and has been in the coal business for fourteen years. He was formerly Superintendent of mines and coke works for the Shenango Furnace Co., Ligonier, Pennsylvania.

JOHN W. SIMPSON, Manager Evans Coal & Coke Co., Uniontown, Pennsylvania, was born in Lawrence County, Ohio, December 5, 1875, and has worked in and about mines since his early boyhood. He was formerly with the Wheeling & Lake Erie Coal Co., Beech Bottom Coal Co. and Stauffer-Quemahoning Coal Co.

LLOYD H. SMITH, Sales Manager for the Arden Fuel Co., Uniontown, Pennsylvania, was born in Mt. Pleasant, Pennsylvania, March 8, 1867, and has been in the coal business for seventeen years. He was previously with the Harris-Smith Coal & Coke Co.

JOSIAH V. THOMPSON, President of the Tower Hill-Connellsville Coke Co., Uniontown, Pennsylvania, also interested in the Thompson Connellsville Coke Co., and the Richhill Coal & Coke Co., was born in Uniontown February 15, 1854, and has been in the coal business for forty years.

PENNSYLVANIA—Wilkes-Barre

DAVID T. DAVIS, Wilkes-Barre, Pennsylvania, State Inspector of Mines for Pennsylvania, was born in Pottsville, Pennsylvania, in 1867, and has held various positions with the anthracite collieries for forty years. He attended Wyoming Seminary and is considered an authority on coal mining matters.

JOHN C. HADDOCK, Treasurer and Purchasing Agent for the Haddock Mining Co., Wilkes-Barre, Pennsylvania, also Manager of the Wilkes-Barre branch of the Alden Coal Mining Co., was born in New York City November 24, 1893, and has been in the coal business for about three years.

JOHN COURTNEY HADDOCK, JR., of Haddock & Payne, and Treasurer of the Haddock Mining Co. and the Haddock Coal Sales Co., Wilkes-Barre, Pennsylvania, was born in New York City November 24, 1893, and has been in the coal business three years.

JOHN MILTON HUMPHREY, Wilkes-Barre, Pennsylvania, Chief Engineer of the Lehigh Valley Coal Co., also a Director of the E. E. White Coal Co., Glen White, West Virginia, was born in Philadelphia December 25, 1866, and has been in the coal business for twenty-seven years.

GEORGE F. LEE, General Manager and Treasurer of the George F. Lee Coal Co., Wilkes-Barre, Pennsylvania, was born in Plymouth, Pennsylvania, in 1870, and has been engaged in the mining and shipping of Red Ash anthracite sixteen years. This company maintains an office in the McGill Building, Montreal, Quebec, to care for its Canadian shipments.

BRUCE PAYNE of Haddock & Payne, Wilkes-Barre, Pennsylvania, also interested in the Blue Creek Coal & Land Co., Charleston, West Virginia, was born in Kingston, Pennsylvania, April 27, 1889.

PAUL STERLING, Wilkes-Barre, Pennsylvania, Mechanical Engineer of the Lehigh Valley Coal Co., was born in Wilkes-Barre, and has been in the coal business eighteen years.

THOMAS J. WILLIAMS, Wilkes-Barre, Pennsylvania, Inspector of Mines for Pennsylvania, was born in Wales in 1860, and has been in the coal business for forty-seven years. Previously he was with the Delaware, Lackawanna & Western Coal Co., the Lehigh Valley Coal Co. and the T. M. Dodson Coal Co.

FREDERIC EDGAR ZERBEY, Wilkes-Barre, Pennsylvania, is General Manager of the Kingston Coal Co.

PENNSYLVANIA

SHERWOOD L. ANDERSON, Manager S. L. Anderson & Co., Easton, Pennsylvania, was born in Bloomsbury, New Jersey, January 31, 1882, and has been in the coal business ten years.

JAMES H. ALLPORT, Barnesboro, Pennsylvania, President Rich Hill Coal Co., was born in Philipsburg, Pennsylvania, April 13, 1874, and has been in the coal business a quarter of a century.

ARTHUR C. AMESBURY, retail coal merchant of Danville, Pennsylvania, was born in Danville March 21, 1873, and has been in the coal business for a quarter of a century.

STEPHEN FRANKLIN ARNOLD, sole owner of the Royal Coal Yard, Lebanon, Pennsylvania, was born in Annville, Pennsylvania, November 10, 1861, and has been in the coal business for thirteen years.

E. Y. BARNES, Yardley, Pennsylvania, was born in Richmond, Indiana, August 25, 1870, and has been in the retail coal business for four years.

H. K. BAUMGARDNER, President and Treasurer of the B. B. Martin Co., Lancaster, Pennsylvania, was born in Lancaster January 29, 1841, and has been in the retail coal business for thirty years.

L. L. BEACHY, Treasurer and Manager of the Tub Mill Coal Co., West Salisbury, Pennsylvania, was born in West Salisbury January 1, 1864, and has been in the coal business thirty-one years.

ROBERT BARCLAY BEAHM, Sharon Hill, Pennsylvania, President Beahm & Co., Inc., Philadelphia, was born in Mauch Chunk, Pennsylvania, in 1853, and has been engaged forty years in various lines in the coal business. He is also President of The Mt. Hope Coal Co., a Director of the Manufacturers Coal Co., Bellefonte, Pennsylvania, and of the Garrett County Coal & Mining Co. He was formerly General Sales Manager for Weston Dodson & Co., holding that position for twenty years. He is a member of the Union League of Philadelphia.

JAMES FIFE BEATTIE, President of the Beattie Mining Co., Fairmount City, Pennsylvania, was born in Scotland in October, 1852, and since ten years of age has been employed in some capacity in the coal industry. For eleven years he was Superintendent of Mines for the Cambria Steel Co., Johnstown, Pennsylvania; three years with the Shawmut Mining Co., St. Mary's, Pennsylvania, and fourteen years in Texas and Alabama.

JOHN A. BELL, President Carnegie Coal Co., Carnegie, Pennsylvania, was born in Carnegie in 1855 and has been in the coal business seventeen years. Mr. Bell is also interested in the Carnegie Dock & Fuel Co. He has been a Director of the Pittsburgh Coal Co.

ELMER J. BENDER, Treasurer and Manager Lehigh Coal Co., Bethlehem, Pennsylvania, was born in Bethlehem August 28, 1873, and has been in the coal business nine years. Mr. Bender was previously with the Lehigh Valley Coal Co. and Weston Dodson & Co.

CHARLES A. BESWICK, Manager C. A. Beswick Coal Co., Altoona, Pennsylvania, was born in Paterson, New Jersey, November 21, 1870, and has been in the coal business twelve years. He is also interested in the Juniata Coal Mining Co. Mr. Beswick was formerly connected with the Henrietta Coal Mining Co.

FRED G. BETTS, President and General Manager Goshen Coal Co., Clearfield, Pennsylvania, was born in Clearfield April 11, 1869, and has been in the coal business twenty-two years. Mr. Betts is also President of the Janesville Coal Co. He was formerly with the Madeira-Hill Coal Mining Co.

WILLIAM I. BETTS, General Manager Conestoga Coal Co., Clearfield, Pennsylvania, was born in Clearfield June 3, 1870, and has been in the coal business a quarter of a century. He was formerly with the Summit Coal Mining Co. and the Madeira-Hill Mining Co.

JOHN NELSON BEVERIDGE, Secretary and Manager United Coal Co., Clarion, Pennsylvania, is a native of Scotland, born in 1875, and has been actively engaged in the coal industry since he was twelve years of age. Mr. Beveridge is also interested in the Co-operative Coal Co., Ells Coal Co. and Beveridge-Herman Coal Co. He was formerly with the Harvey Coal Co. and the Beveridge & Harvey Coal Co.

DAVID BLAIR, President of the Blair Coal Co., Indiana, Pennsylvania, was born in Indiana April 25, 1872, and has been in the coal business for ten years.

JAMES S. BLAIR, Treasurer of the Blair Coal Co., Indiana, Pennsylvania, was born in Indiana in 1870, and has been in the coal business for two years.

WALTER STILSON BLAISDELL, Punxsutawney, Pennsylvania, Secretary, Treasurer and Manager of the Anita Coal Mining Co., Williams Run Coal Co., and Punxsutawney Coal Mining Co., was born in Newcomb, Illinois, May 21, 1866, and has been in the coal business fourteen years.

WILLIAM L. BOENING, President and General Manager of the Tobyhanna Co., Tobyhanna, Pennsylvania, was born in Germany September 20, 1872, and has been in the coal business for thirteen years. He was with the Delaware, Lackawanna & Western Coal Co. for two years in New York City.

EDGAR D. BORTNER, Hanover, Pennsylvania, was born in Hanover April 10, 1865, and has been in the coal business for five years.

FRANK G. BOYER, Millersburg, Pennsylvania, was born in Washington August 7, 1872, and has been in the retail coal business for seven years.

GEO. E. BOYD, General Manager of the Geo. E. Boyd Coal Co., Tarentum, Pennsylvania, was born in Tarentum in 1870, and has been in the coal business for twenty-seven years. He was previously with the McKean Coal Co. and Boyd Bros. Coal Co.

EDWARD F. BRACKEN, Paoli, Pennsylvania, was born in Colerain, Ohio, March 14, 1870, and has been in the retail coal business for twenty-three years. He was previously with Henry Hall, Dewees & Bracken.

JOHN J. BRADLEY of the J. J. Bradley Co., Gallitzen, Pennsylvania, was born in Gallitzen in September, 1895, and has been in the coal business about two years.

CHARLES Y. BROUGH of the Schmuck Co., Hanover, Pennsylvania, was born in Hanover in 1881, and has been in the coal business for five years.

CHARLES D. BROWN, retail coal merchant of Emaus, Pennsylvania, was born in Lehigh County, Pennsylvania, April 10, 1847, and has been in the coal business twenty-eight years. He has held various offices of honor and trust in his community.

CHARLES E. BROWN, General Manager of the Cheston Coal Co., Hastings, Pennsylvania, was born in Henchictown, Pennsylvania, on August 12, 1877, and has been in the coal business for himself for four years. He was previously with the Coal Run Coal Co., Red Top Coal Co., and Rich Hill Coal Co. as Foreman.

JAMES M. BROWN, with A. C. Thorpe Co., Chester, Pennsylvania, was born in Chester September 15, 1889, and has been in the coal business eleven years. Mr. Brown was formerly connected with Tyler & Co.

GUY WATSON BROWN, Treasurer of Gillespie Coal Co., Fayette City, Pennsylvania, was born near Fayette City, and has been in the coal business since 1914.

MAX J. BUCHER, Manager Columbia Coal & Ice Co., Columbia, Pennsylvania, was born in Columbia September 6, 1875, and has been in the coal business thirteen years.

R. S. BURCHINAL, General Manager and Treasurer of the Smithfield Coal & Coke Co., Smithfield, Pennsylvania, was born in Pennsylvania in June, 1865, and has been in the coal business for fourteen years.

THOMAS J. BURKE, Secretary and Treasurer of the Sharon Coal & Ice Co., Sharon, Pennsylvania, was born in Staunton, Virginia, and has been in the retail coal business for two years.

JOHN J. BUTTERMORE, President Pittsmont Coal Co., Connellsville, Pennsylvania, was born in Connellsville August 17, 1857, and has been identified with the coal business ten years. Mr. Buttermore is also President of the J. J. Buttermore Coal Co. and the Catawba Coal Co.

DAVID G. BYERLY of D. G. Byerly & Son, Glenmoore, Pennsylvania, was born in Glenmoore December 27, 1860, and has been in the coal business for twenty-three years.

HARVEY W. CALHOON of the H. W. Calhoon Coal Co., New Brighton, Pennsylvania, was born in New Brighton May 17, 1869, and has been in the retail coal business for fifteen years.

JOSEPH ALFRED CAMERON, SR., Manager Easton Coal & Supply Co., Easton, Pennsylvania, was born in Easton September 12, 1865, and has been in the coal business since 1913.

GEORGE W. CAMPBELL, Manager Etna Connellsville Coke Co., Connellsville, Pennsylvania, was born in Normalville, Pennsylvania, in 1853, and has been in the coal business eleven years. Mr. Campbell is also a Director of the Northern Connellsville Coke Co. and owns coal lands in West Virginia and Pennsylvania coal fields.

A. K. CAROTHERS, Williamsport, Pennsylvania, was born in Williamsport October 5, 1839, and has been in the retail coal business for twenty-one years.

LEE S. CLYMER, Riegelsville, Pennsylvania, was born in Mt. Laurel, Pennsylvania, April 2, 1863, and has been in the retail coal business for fifteen years.

TIMOTHY COCKILL, President, Treasurer and Manager of the Girard Mammoth Coal Co., Mahanoy City, Pennsylvania, also interested in the Bryson Mt. Coal & Coke Co., Bryson, Kentucky, was born in Llewellyn, Pennsylvania, October 21, 1853, and has been for twenty-six years in bituminous coal mining and ten years in anthracite mining.

GEORGE S. CONNELL, Secretary-Treasurer Pittsmont Coal Co., Connellsville, Pennsylvania, was born in Waterford, Virginia, December 28, 1885, and has been in the coal business five years. He is also Secretary-Treasurer of the J. J. Buttermore Coal Co. and Vice President of the Catawba Coal Co.

CHESTER P. COOK, Narbeth, Pennsylvania, was born in Baltimore, Maryland, November 6, 1877, and has been in the retail coal business since February 18, 1905.

NATHAN D. CORTRIGHT of N. D. Cortright & Son, Mauch Chunk, Pennsylvania, and President of the Beaver Run Coal Co., was born in Mauch Chunk November 24, 1847, and has been in the operating end of the coal industry for fifty years.

D. W. COX of D. W. Cox & Co., Harrisburg, Pennsylvania, was born in Maryland, and has been in the coal business thirty-two years. Mr. Cox is a Civil War veteran and has served two terms as City Controller of Harrisburg. He is the author of "Cox's Calculated Tonnage Rates."

J. WATSON CRAFT, retail coal merchant of Ambler, Pennsylvania, was born in Gwynedd, Pennsylvania, in 1847, and has been in business at Ambler thirty-three years. Mr. Craft has taken a prominent interest in association and civic matters.

HUGH M. CRANKSHAW, General Manager of the Harwood Coal Co. and Cranberry Creek Coal Co., Hazleton, Pennsylvania, was born in Lancashire, England, in 1883. He was graduated from Victoria University, Manchester, B. Sc., and is also a first class certificated colliery manager. Previously he was with the Mexican Coal & Coke Co., New River Collieries Co. and Lehigh Coal & Navigation Co. He is a member of various mining societies.

HARLEY ASHABEL CRANMER of H. A. Cranmer & Sons, Monroeton, Pennsylvania, was born in Monroeton December 3, 1863, and has been in the coal business for thirty-seven years. A. L. Cranmer & Son was the original company, established in 1873. They were succeeded by Cranmer & Musselman.

JOHN E. DARE, Harrisburg, Pennsylvania, was born in Perry, Pennsylvania, in 1877, and has been in the coal business for fifteen years. He is a Director of the Harrisburg Coal Exchange.

CHARLES G. DE HUFF, Lebanon, Pennsylvania, was born in Lebanon July 28, 1871, and has been eight years in the retail coal business. Previously he was with Case & DeHuff, wholesale coal merchants.

RAYMOND SAMUEL DE LONG, Manager Empire Coal Mining Co., Reading, Pennsylvania, was born in Slatington, Pennsylvania, January 21, 1880, and has been in the coal business for eight years.

MOTT M. DE WOLFE, retail coal merchant of Albion, Pennsylvania, was born in Albion January 4, 1882, and has been engaged in the coal business five years. Mr. DeWolfe was formerly connected with Bancroft & DeWolfe.

AMOS DINKEY, Manager Hilliard, Dinkey & Co., Easton, Pennsylvania, was born in Easton May 8, 1847, and has been in the coal business twenty-eight years. Mr. Dinkey was formerly with the Lehigh Coal & Navigation Co.

ALAN C. DODSON, President Weston Dodson & Co., Bethlehem, Pennsylvania, was born in Bethlehem August 27, 1880, and has been interested in the coal business sixteen years. Mr. Dodson is also interested in the Dodson Coal Co., Charles M. Dodson & Co., Locust Mountain Coal Co., Garrett County Coal & Mining Co., and Monroe Coal Mining Co. He is Secretary of the Anthracite Coal Operators' Association.

E. C. DODSON, with the sales department of the Grazier Coal & Coke Co., Johnstown, Pennsylvania, also interested in the Grazier Coal Mining Co., was born in Snicksburg, Pennsylvania, May 25, 1881, and has been in the coal business about two years.

TRUMAN MONROE DODSON, Bethlehem, Pennsylvania, Vice President and General Manager of the Dodson coal interests, which embrace the Locust Mt. Coal Co., Charles M. Dodson & Co., Monroe Coal Mining Co., Garrett County Coal Mining Co. and Albright Smokeless Coal Co., was born in Bethlehem May 19, 1877, and has been in the coal business eighteen years.

JOHN P. DONOHOE, Vice President and General Manager of the Donohoe Coke Co. and the Potter Coal & Coke Co., Greensburg, Pennsylvania, was born in Greensburg February 12, 1873, and has been in the coal business for twenty-one years. He was previously with the Alexandria Coal Co.

CLAYTON CRESSWELL DOVEY, General Manager of the Valley Smokeless Coal Co., Johnstown, Pennsylvania, President Wilmore Basin Smokeless Coal Co., and Consulting Engineer Ninevah Coal & Coke Co., was born in Shenandoah, Pennsylvania, June 26, 1880, and has been twenty years in the coal business. He was four years with the Pittsburgh-Buffalo Co. and eight years with the M. W. Saxman interests.

W. H. DRUCKEMILLER, Sunbury, Pennsylvania, was born in Sunbury September 28, 1856, and has been in the mining end of the coal business for twenty-five years. He was previously in the firm of Charles W. Nickerson & Co.

CHARLES A. DUNLAP, President of the Hazlewood Coal Co., Philipsburg, Pennsylvania, also interested in the Meadow Brook Coal Co. and the Burley Coal Co., was born in Houtzdale, Pennsylvania, November 18, 1872, and has been in the coal business for twenty-five years. He was previously with the United Collieries Co. He owned a two-thirds interest in the Raney Coal Co. for several years.

IRWIN PHILLIP EASTMAN, sole owner of the Eastman Coal Co., Lebanon, Pennsylvania, was born in Lebanon November 15, 1871, and has been in the coal business for fifteen years. He began with the Lackawanna Iron & Steel Co. He is a Director of the Pennsylvania Retail Coal Merchants Association, Secretary of the Lebanon Retailers Association, and the Lebanon County Coal Dealers Association.

ALVIN B. EBERLY of Eberly Bros., Ephrata, Pennsylvania, was born in Clay Township, Pennsylvania, May 10, 1872, and has been in the coal business since 1915.

CLEMENT B. EBERLY of Eberly Bros., Ephrata, Pennsylvania, was born in Clay, Pennsylvania, December 31, 1876, and has been in the coal business four years.

WILLIAM B. ECKENROTH, Lebanon, Pennsylvania, was born in Lebanon September 13, 1847, and has been in the retail coal business for forty-nine years.

LEWIS W. EDLER of L. W. Edler & Co., Williamsport, Pennsylvania, also interested in Bennetts Branch Coal Co., was born in Williamsport June 16, 1876, and has been in the retail coal business for eighteen years.

J. S. EDWARDS, retail coal merchant of Bloomsburg, Pennsylvania, was born in Berwick, Pennsylvania, June 30, 1859, and has been in the coal business ten years.

J. A. EICHELBERGER, General Manager (sole surviving partner) of E. Eichelberger & Co., miners, Saxton, Pennsylvania, was born in Saxton May 4, 1872, and has been in the coal business for twenty-five years.

JOHN BRUCE ELLIOTT, General Manager Thermic Coal & Supply Co., also interested in the Thermic Coal & Coke Co., Hollidaysburg, Pennsylvania, was born in Hollidaysburg October 4, 1884. He started in the coal business in 1903, being associated with R. H. Spendley, Altoona, Pennsylvania.

HAROLD BERTELS FELL, Superintendent and Engineer of the Wyoming Valley Water Supply Co., Hazleton, Pennsylvania, was born in Wilkes-Barre, Pennsylvania, August 18, 1889, and has been with the Lehigh Valley Coal Co. ever since his graduation from Princeton University five years ago, first in the mining department until April 1, 1916, and then transferred to look after the water supply.

FRANK FINSTHWAIT, Treasurer Thermal Smokeless Coal Co., Cherry Tree, Pennsylvania, was born in 1878.

THOMAS W. FISHER of the Thomas-Haines Co., Malvern, Pennsylvania, was born in the county of Cork, Ireland, in 1850, and has been in the retail coal business for thirty-four years. He is also interested in another retail coal business in another town.

E. W. FLUK, Williamsburg, Pennsylvania, was born in Wilkes-Barre May 10, 1885, and has been in the retail coal business for six years.

WILLIAM H. FOGELSONGER, Shippensburg, Pennsylvania, was born in Shippensburg May 2, 1869, and has been in the retail coal business for twelve years.

J. FRED FORSEMAN, Williamsport, Pennsylvania, was born in Williamsport November 4, 1876, and has been in the retail coal business six years.

LAWRENCE FOWLER, Manager Citizens Coal Co., Dunmore, Pennsylvania, was born in Honesdale, Pennsylvania, in 1869, and has been in the coal business twenty-one years. He was formerly with the Mount Pleasant Coal Co. and Nay Aug Coal Co.

WILLIAM H. FRITZ, retail coal merchant of Berwyn, Pennsylvania, was born in Berwyn December 21, 1864, and has been in the retail coal business thirty-two years.

HARRY B. GALL of Gall Bros., Lancaster, Pennsylvania, was born in Lancaster July 14, 1875, and has been in the retail coal business for fifteen years.

JAMES H. GALLAGHER, New Alexandria, Pennsylvania, Secretary and Treasurer of the Delmont Gas Coal Co., has been in the coal business for the past ten years.

CHARLES WILLIAM GALLOWAY, Lewisburg, Pennsylvania, was born in Sandsburg, New York, September 3, 1864, and has been in the retail coal business about two years.

S. CARL GARNER, Hatboro, Pennsylvania, was born in Hatboro September 8, 1883, and has been in the coal business for six years.

CHARLES G. GAWTHROP, Manager of the C. G. Gawthrop Co., Kennett Square, Pennsylvania, was born in Pennsylvania January 17, 1864, and has been in the coal business for twenty-nine years. His previous experience was with W. W. & H. H. Gawthrop.

JAMES ALONZO GEALEY, General Manager and Treasurer of the Leesburg Coal Co., New Castle, Pennsylvania, was born in Plain Grove, Pennsylvania, August 23, 1879, and has been in the coal business for nine years. He was previously with the Pennsylvania Fuel Co.

G. J. GEBHARDT of the G. J. Gebhardt Coal & Coke Co., Erie, Pennsylvania, has been in the retail coal business thirty-five years.

L. C. GEERMAN, with the firm of D. M. Wertz & Co., Quincy, Pennsylvania, has been in the coal business for twenty years.

JOSEPH C. GERBRON, retail coal merchant of Cheltenham, Pennsylvania, was born in Philadelphia, Pennsylvania, November 17, 1870, and has been in the coal business fifteen years.

WM. H. GIVIN of H. Gawthrop & Co., Kennett Square, Pennsylvania, was born in New Jersey August 26, 1858, and has been in the coal business for forty years, connected with the same firm and predecessors all this period.

L. A. GLESSMAN, retail coal merchant of Conneautville, Pennsylvania, was born in Strongsville, Ohio, May 28, 1874, and has been in the coal business four years.

CHARLES G. GOOD, Manager of the Chas. C. Good Co., North Girard, Pennsylvania, was born July 26, 1869, and has been in the retail coal business for five years.

FISK GOODYEAR of Goodyear Bros., Carlisle, Pennsylvania, was born in Carlisle in 1868.

S. M. GOODYEAR of Goodyear Bros., Carlisle, Pennsylvania, was born in Carlisle in 1870 and has been in the coal business twenty-four years.

THOMAS Y. GOULD, Secretary Craig-Gould Coal Co., Brisbin, Pennsylvania, was born in Dudley, Pennsylvania, December 23, 1870, and has been in the coal business twenty years. Mr. Gould is also interested in the Jaffa Coal Mining Co. and W. A. Gould & Bro. He was previously with the Kettle Creek Coal Mining Co.

JOHN CHARLES GRAHAM of the John C. Graham Coal Co., Butler, Pennsylvania, was born in Butler October 8, 1868, and has been interested in the coal business three years. Mr. Graham is a practicing attorney and also has other interests. He has served as President of the Thin Seam Coal Operators' Association, and successfully waged the fight before the United States Fuel Administration and the Senatorial Investigating Committee that secured a 60-cent differential for Thin Seam operators of Pennsylvania.

H. MALIN GREEN, retail coal merchant of Darby, Pennsylvania, was born at Philadelphia August 27, 1873, and has been in the coal business thirteen years.

JOSEPH J. GRIEBEL, General Manager of Griebel Bros., Lucinda, Pennsylvania, was born in Lucinda December 24, 1863, and has been in the coal business for over a quarter of a century.

JAMES H. S. GRIESS of James H. S. Griess & Co., Pottstown, Pennsylvania, was born in Pottstown March 28, 1860, and has been in the coal business for twenty-four years. The firm was formerly Miller, Griess & Co., and Miller & Griess.

LOUISE MARIE GROTHE, York, Pennsylvania, was born in Cleveland, Ohio, July 16, 1871, and has been in the retail coal business for five years.

NILES H. GROVE of J. C. Grove & Son, York, Pennsylvania, was born in Dillsburg, Pennsylvania, February 20, 1889, and has been in the retail coal business for eight years. He has been Secretary of the York Coal Exchange.

JOHN G. HAINES, the oldest member of the Thomas-Haines Co., Malvern, Pennsylvania, was born in Medford, New Jersey, October 20, 1848, and began the coal business in 1883 with Thomas & Haines. He is also interested in another retail coal business in another town.

HARRY HAMILTON, Grove City, Pennsylvania, President and Treasurer of the Standard Coal Mining Co. and Mutual Coal Mining Co., was born in Brookfield, Ohio, in 1862, and has been interested in coal mining for twenty-eight years.

C. C. HAMMOND, General Sales Agent McConnell Coal Co., Dubois, Pennsylvania, was born in Clearfield, Pennsylvania, March 4, 1887, and has been in the coal business six years.

CHRISTIAN K. HARNISH, Lancaster, Pennsylvania, was born in West Lampeter, Pennsylvania, October 3, 1864, and has been in the retail coal business for seven years.

WILLIAM HARRIS, General Manager of James Harris & Sons, miners at Lilly, Pennsylvania, was born in Lilly September 9, 1891, and has been in the coal business for about eight years.

FRANK F. HARRISON, retail coal merchant of Edinboro, Pennsylvania, was born in McGrann, Pennsylvania, January 3, 1879, and has been in the coal business five years.

JOSEPH WHITTIER HARRISON, Superintendent of Big Bend Coal Mining Co., Expedit, Pennsylvania, was born in Mount Savage, Maryland, in 1866.

B. FRANK HARTZEL of F. D. Hartzel's Sons, Chalfont, Pennsylvania, was born in Montgomery County, Pennsylvania, January 9, 1856, and has been in the coal business twenty-seven years.

JAMES M. HARTZEL of F. D. Hartzel's Sons, Chalfont, Pennsylvania, was born in Montgomery County, Pennsylvania, August 23, 1851.

J. M. HARVEY, Superintendent Harvey Coal Co., the Elm Coal Co., and the Bauldorf Coal & Coke Co., Strattonville, Pennsylvania, was born in Scotland September 20, 1873, and has been in the coal business for thirty years.

A. M. HAUBER, Munhall, Pennsylvania, Credit and Office Manager of the Merchants Coal Co. of Pennsylvania, Secretary of the Pennsylvania Smokeless Coal Co. and Treasurer of the Orenda Coal Co., was born in Elizabeth, Pennsylvania, October 10, 1877, and has been in the coal business for sixteen years. He was previously with the United Coal Co. for fifteen years.

ALDEN F. HAYS, Sewickley, Pennsylvania, was born in Pittsburgh, Pennsylvania, June 27, 1850, and has been in the coal business for thirty-six years.

H. SAMUEL HAYS, Manager of the Geo. A. Barnitz Estate, York, Pennsylvania, was born in York August 3, 1868, and has been in the retail coal business for nineteen years. He has been President of the York Coal Exchange and a Director of the Pennsylvania Retail Coal Merchants' Association.

HARRY J. HECK, with the Estate of George J. Heck, Easton, Pennsylvania, was born in Easton March 11, 1879, and has been in the coal business thirty years. He was formerly associated with Jacob Heck, Heck & Bro., and George J. Heck. He is a Director of the Pennsylvania Retail Coal Merchants' Association.

GEORGE D. HEDENBURG of Hedenburg & Son, Milton, Pennsylvania, was born in Danville, Pennsylvania, in 1871, and has been in the coal business for fifteen years. He was formerly with the Philadelphia & Reading Coal & Iron Co.

WADE W. HEGARTY, General Manager S. Hegarty's Sons, Coalport, Pennsylvania, was born in Coalport December 14, 1862. Mr. Hegarty is a graduate of Lafayette College and has been identified with the coal industry twenty-two years, ten years of which he followed mining engineering. He is also interested in West Virginia coal lands.

LLEWELLYN G. HEILMAN, retail coal merchant of Allentown, Pennsylvania, was born May 13, 1873, and has been in the coal business for five years.

SAMUEL STEWART HENDERSON, Vice President and Treasurer of the Dilltown Smokeless Coal Co., Brookville, Pennsylvania, was born in Brookville March 8, 1855, and has been in the coal business four years. Mr. Henderson is also interested in coal lands.

C. R. HENRIE, Millville, Pennsylvania, was born in Millville February 2, 1856, and has been in the coal business for about thirty-five years.

GEORGE E. HENRY, Treasurer Marquette Coal Co., East Brady, Pennsylvania, was born in Mahoning, Pennsylvania, July 24, 1856, and has been in the coal business thirty-seven years. He is also interested in the Keystone Mining Co. and was formerly with the Bradys Bend Mining Co. Mr. Henry has served as President of the Allegheny Valley Coal Operators' Association.

THOMAS L. HERB, President of Petty Bros. & Co., Lebanon, Pennsylvania, was born in Pitman, Pennsylvania, July 24, 1893, and has been in the retail coal business for three years.

J. W. G. HERSHEY, Secretary of Hershey, Leaman & Co., Lititz, Pennsylvania, was born in Lititz February 6, 1867, and has been engaged in the coal business for twelve years.

EARL E. HEWITT, Manager Dilltown Smokeless Coal Co., Dilltown, Pennsylvania, was born in Penfield, Pennsylvania, July 22, 1872, and has been in the coal business fourteen years. Mr. Hewitt was formerly with the Buffalo, Rochester & Pittsburgh Coal Co., Morris-Poston Coal Co. and United Coal Co. He served as Secretary of the Coal Mining Institute of America for two years.

WILLIAM D. HILL, Secretary and Treasurer of the Hill Bros. Coal Co., Morrisdale, Pennsylvania, was born in Hazleton, Pennsylvania, November 9, 1883, and has been in the coal business for seventeen years.

CHRISTIAN A. HOFFMAN, Manager of the Hoffman Co., Lewistown, Pennsylvania, was born in Lewistown in 1882. He comes of an old coal family.

SEYMOUR HOOD, retail coal merchant of Cambridge Springs, Pennsylvania, was born near Cambridge Springs in 1868 and has been in the coal business three years.

MILTON HOODMACHER, Throop, Pennsylvania, was born in Mauch Chunk, Pennsylvania, in 1863, and has been engaged in mining coal for thirty-seven years. He has been connected with the Sandy Run Coal Co., Midvalley Coal Co., Susquehanna Coal Co., the Parish Coal Co., and the Moosic Mountain Coal Co.

ROALSTON R. HOOPES, West Chester, Pennsylvania, was born in East Bradford, Pennsylvania, September 27, 1838, and has been in the retail coal business for forty-three years. The present business of Mr. Hoopes was established in 1858 by John G. Robison.

EVAN GARFIELD HOUCK, Manager of the Peoples Coal Co., Shippensburg, Pennsylvania, was born at Broad Top, Pennsylvania, April 20, 1882, and has been in the retail coal business for ten years.

JOHN H. HOY of J. H. Hoy & Son, York, Pennsylvania, was born in Cumberland County, Pennsylvania, August 31, 1854, and has been in the retail coal business nine years.

IRWIN P. HULL, Manager of George Hull & Sons, Hanover, Pennsylvania, also interested in the Casselman River Smokeless Coal Co., was born in Hanover January 30, 1883, and has been in the coal business for twenty-two years. He was previously with the Brodbeck Coal Co.

B. F. JAMES, Pottsville, Pennsylvania, was born in Mahanoy City, Pennsylvania, in 1873, and all his industrial life has been passed in the mining of coal. He is interested in the Cambridge Coal Co. and the Shipman Koal Co., Shamokin, Pennsylvania. He was formerly with the Girard Mammoth Coal Co. and the East Bear Ridge Colliery Co.

W. J. JAMES, Pottsville, Pennsylvania, was born is Mahanoy City, Pennsylvania, in 1871, and has devoted his time to the mining of coal. He is interested in the Cambridge Coal Co. and the Shipman Koal Co., Shamokin, Pennsylvania.

ELMER E. JOHNSON, Tullytown, Pennsylvania, was born in Burl County, New Jersey, and has been in the coal business for twenty-six years.

JOHN CRANSTON JOHNSON, Colliery Superintendent Hillside Coal & Iron Co., Avoca, Pennsylvania, was born in Avoca November 26, 1881, and has been in the coal business twenty-seven years. Mr. Johnson was formerly connected with the Pennsylvania Coal Co.

ROBERT JOHNSON, Pittston, Pennsylvania, State Mine Inspector of Pennsylvania, was born in England March 9, 1874, and has been in the coal business for twenty-seven years. He was previously in the employ of the Lehigh Valley Coal Co. and the Lehigh & Wilkes-Barre Coal Co.

GEORGE H. JONES, General Superintendent of the Trevorton Colliery Co., Shamokin, Pennsylvania, was born in Hazleton, Pennsylvania, in 1889, and has been in the coal business for ten years. He was previously with the engineering corps of the Philadelphia & Reading Coal & Iron Co.

JOSEPH E. JONES, Superintendent Banning-Connellsville Coke Co., Banning, Pennsylvania, was born in Gloucester, Ohio, August 20, 1870, and has been engaged in the coal business twenty years. Mr. Jones was previously with W. P. Rend & Co., Continental Coal Co. and Sunday Creek Coal Co.

HARRY MORTIMER KANARR, Punxsutawney, Pennsylvania, was born near Indiana, Pennsylvania, August 31, 1876. Mr. Kanarr was formerly Chief Engineer for the Rochester & Pittsburgh Coal & Iron Co. and its allied interests.

CHARLES BLAIR KANTNER, Sharpsville, Pennsylvania, was born in Altoona, Pennsylvania, September 19, 1861, and has been in the retail coal business for six years.

ROBERT H. KAY, Mine Superintendent of the Colonial Iron Co., also interested in the Octoraro Coal Co., Saxton, Pennsylvania, was born in Cecil County, Maryland, June 24, 1875, and has been in the coal business for twenty-one years. He was previously associated with the Morrisdale Coal Co., Joseph E. Throop, and A. Pardee & Co. He was a member of the Board of Examiners for Mine Inspectors for the bituminous region of Pennsylvania.

ALLEN F. KELLAR, General Outside Foreman for the Pine Hill Coal Co., Minersville, Pennsylvania, was born January 27, 1870, and has been in the coal business for twenty-eight years.

LOUIS R. KENDERDINE of T. S. Kenderdine & Sons, Newtown, Pennsylvania, was born in Lumberton, Pennsylvania, October 14, 1869, and has been in the retail coal business twenty-seven years.

ROBERT KENDERDINE of T. S. Kenderdine & Sons, Newtown, Pennsylvania, was born in Lumberton, Pennsylvania, August 17, 1865, and has been in the retail coal business thirty-one years.

T. S. KENDERDINE of T. S. Kenderdine & Sons, Newtown, Pennsylvania, was born in Lumberton, Pennsylvania, in 1836, and has been in the retail coal business fifty-three years.

SYDNEY R. KEPNER of Sydney R. Kepner & Co., Pottstown, Pennsylvania, was born in Pottstown, Pennsylvania, December 28, 1871, and has been in the retail coal business for seven years.

WILLIAM H. KNEAS, Norristown, Pennsylvania, was born in Norristown August 16, 1859, and has been in the coal business thirty-five years. He has been a Director of the Pennsylvania Retail Coal Merchants' Association since its organization.

JOHN A. KNECHT, Secretary and Manager of the Tub Mill Coal Co., West Salisbury, Pennsylvania, was born in Garrett County, Maryland, in 1871, and has been in the coal business for four years.

WILLIAM RITER KOCHER, retail coalman of Bloomsburg, Pennsylvania, was born in Pennsylvania July 27, 1858, and has been in the coal business thirty-five years.

GEORGE J. KOEHLER, JR., retail coal merchant of Easton, Pennsylvania, was born in Ebervale, Pennsylvania, December 17, 1870, and has been associated with the coal business twenty-nine years.

JOSHUA T. KREBS of Glen Rock, Pennsylvania, was born in Codorus, Pennsylvania, December 3, 1860, and has been in the coal business for twenty-five years. The firm was formerly Bortner & Krebs.

CHARLES ROBERT KRISE, retail coal merchant of Canton, Pennsylvania, was born in Canton October 23, 1888, and has been in the coal business six years.

F. A. LANE, coal operator, Lane Mills, Pennsylvania, was born in Lane Mills April 14, 1862, and has been in the coal business ten years.

CHESTER JOHN LANGDON, General Manager and Mining Engineer for the mines of John Langdon, Hopewell, Pennsylvania, was born August 10, 1882. For eleven years, since graduation from college, he has been associated with the present firm. He is a member of the Executive Committee of the Association of Bituminous Coal Operators of Central Pennsylvania.

JOHN LANGDON, Huntingdon, Pennsylvania, operating under lease the coal lands of the Chevington & Bunn Coal Co., was born in Minersville, Pennsylvania, May 18, 1856, and has been in the coal business all his life. He was previously with the Crescent Coal Mining Co., the Lambirth Coal Mining Co., Puritan Coal Mining Co., Clearfield Consolidated Coal Co., United Collieries Co., and Zeth, Langdon & Co.

ASA H. LANPHIER, Manager of the Meadville Coal & Feed Co., Meadville, Pennsylvania, was born in Wellington, Ohio, March 8, 1861, and has been in the retail coal business for two years.

JOHN E. LATTA, Haverford, Pennsylvania, of Mehl & Latta, Rosemont, Pennsylvania, was born in Philadelphia, and has been in the retail coal business sixteen years.

J. S. LAUGHREY, Manager McDonald & Laughrey, Dawson, Pennsylvania, was born in Dawson in 1872 and has been in the coal business twenty-nine years. He was formerly with Brown & Cochran and the Victoria Coal Co.

NATHANIEL B. LEAMAN, President of Hershey, Leaman & Co., Lititz, Pennsylvania, was born in Neffsville, Pennsylvania, January 17, 1861, and has been engaged in the retail coal business for about eight years.

E. H. LEANING, General Manager Racket Brook Coal Co., Red Oak Coal Co. and Nay Aug Coal Co., Carbondale, Pennsylvania, was born at Cooperstown, New York, December 28, 1882, and has been in the coal business ten years. He was formerly with the Lehigh Valley Coal Co.

WILLIAM C. LEIB, Manager of the Mount Holly Feed & Grain Co., Mount Holly Springs, Pennsylvania, was born in East Berlin, Pennsylvania, March 22, 1872, and has been in the coal business for seventeen years. He was previously with J. N. Hershey & Co., W. C. Leib & Co. and W. C. Leib.

FRANK H. LEISTER, North Wales, Pennsylvania, was born in North Wales in 1872, and has been in the coal business for twenty-seven years.

ALVIN G. LEONARD, Avella, Pennsylvania, Manager and Secretary Duquesne Coal & Coke Co., Pittsburgh, Pennsylvania, was born in Millsboro, Pennsylvania, and has been in the coal business forty-one years. Mr. Leonard was previously connected with the Beaumont Coal Co., A. & J. Leonard, Fort Pitt Coal Co. and Carlton Coal Mining Co.

EUGENE E. LEVIS, retail coal merchant of Coatesville, Pennsylvania, was born in Doe Run, Pennsylvania, February 18, 1868, and has been in the coal business since 1892.

ROBERT B. LEWIS, West Chester, Pennsylvania, was born in Honeybrook, Pennsylvania, October 17, 1864, and has been in the retail coal business for fifteen years. He was in the retail coal business in Ogden, Utah, 1898 to 1911, and at West Chester for two years.

WILLIAM WALLACE L'HOMMEDIEU of Zabriskie & L'Hommedieu, Stroudsburg, Pennsylvania, was born in Stroudsburg in 1882, and has been in the retail coal business for fifteen years.

BOAZ G. LIGHT, Lebanon, Pennsylvania, Sales Agent for H. H. Lineaweaver & Co., Philadelphia, was born in Avon, Pennsylvania, in 1887, and has been in the coal business ten years. He was formerly in the retail coal business, having served his apprenticeship with the Consumers Co. in Chicago.

CHARLES S. LING, Secretary and Manager of the Ideal Coal Co, Johnstown, Pennsylvania, also interested in the Sunnyside Coal Co., was born in Bedford, Pennsylvania, August 27, 1870, and has been in the coal business for fifteen years. Previously he was with the Valley Smokeless Coal Co.

HENRY LUCKING, JR., York, Pennsylvania, was born in York August 18, 1860, and has been in the retail coal business for thirty-three years. He has been Treasurer of the York Coal Exchange.

JOHN H. LONG, retail coal merchant of Cleona, Pennsylvania, was born in Cornwall, Pennsylvania, March 22, 1862, and has been interested in the coal business twenty-eight years.

H. H. LYKENS, JR., Martinsburg, Pennsylvania, was born in Fredericksburg, Pennsylvania, May 8, 1886, and has been in the retail coal, feed and builders' supply business eight years. He was previously with Skyles, Miller & Co.

ROBERT M. MARTIN of C. Martin & Son, Mechanicsburg, Pennsylvania, was born in Mechanicsburg January 29, 1873, and has been in the coal business for twenty years.

W. H. MANBECK of W. H. Manbeck & Co., Mifflin, Pennsylvania, was born in Thompsontown, Pennsylvania, February 15, 1863, and has been in the retail coal business for thirty years. He has been with Manbeck & Nelson, Manbeck, Nelson & Co., and W. H. Manbeck & Son.

J. C. McCREADY, New Castle, Pennsylvania, was born in New Castle October 16, 1862, and has been in the retail coal business for twenty-seven years.

JOSEPH J. McCANN, Cresson, Pennsylvania, General Superintendent Dexter & Carpenter, is a native of Scotland, born June 10, 1862, and has been in the coal business forty-six years.

W. D. McGINNIS, President Connellsville Coal Co. and Connellsville Coal & Coke Co., and Treasurer Connellsville Coke Co., Clark Coal Co., Federal Fuel Co., Old Connellsville Coke Co., and Wick Haven Coal Co., Connellsville, Pennsylvania, was born in Fayette County, Pennsylvania, and has been in the coal business twelve years. Mr. McGinnis is also identified with the Champion Gas Coal Co., Mill Run Coal Co. and Calvin-Essex Coal Co., and is a Director of the First National Bank and Vice President Youghiogheny Trust Co., Connellsville, Pennsylvania.

THOMAS McGLYNN, President of the Yorkshire Coal Co., Madera, Pennsylvania, was born in South Wales December 22, 1853, and has been in the coal business for sixteen years.

FRANK J. McGRAW of John McGraw & Sons, Downingtown, Pennsylvania, was born in St. Marys, Pennsylvania, September 15, 1867, and has been in the retail coal business thirty-four years.

JOHN P. McGRAW of John McGraw & Sons, Downingtown, Pennsylvania, was born in St. Marys, Pennsylvania, February 4, 1866, and has been in the coal business thirty-four years.

LEE McQUISTON of Fredonia, Pennsylvania, was born in Hartstown, Pennsylvania, December 25, 1855, and has been in the coal business for fifteen years.

J. FRANK MEAD, Sayre, Pennsylvania, was born in Athens, Pennsylvania, August 9, 1875, and has been in the retail coal business for two years.

J. HOWARD MEAGER, President Grassy Run Coal Co., Elk Lick, Pennsylvania, was born in Frostburg, Maryland, May 24, 1875, and has been in the coal business twenty-one years. Mr. Meager has other coal interests in West Virginia. He has served as a Director of the Somerset County Coal Association.

THEODORE A. MEHL, Overbrook, Philadelphia, of Mehl & Latta, Rosemont, Pennsylvania, was born in Philadelphia, and has been in the retail coal business sixteen years.

OLIVER H. MEIXEL, Montgomery, Pennsylvania, was born in Jersey Shore November 15, 1860, and has been in the retail coal business for thirteen years.

LEVI M. MELLINGER, retail coal merchant of Denver, Pennsylvania, was born in Denver in 1871 and has been in the coal business eleven years.

WALTER H. MERRICK, General Manager Acme Milling Co., Corry, Pennsylvania, was born in Shamokin, Pennsylvania, April 23, 1877, and has been in the coal business twenty-four years.

CHARLES A. MERRILL, President of the Merrill & Brown Co. of Garrett, Pennsylvania, Vice President and General Manager of the Enterprise Coal Co., and Treasurer and General Manager of the W. A. Merrill & Son Co., was born in Garrett February 27, 1894, and has been in the coal business four years.

W. A. MERRILL, President of the Enterprise Coal Co., W. A. Merrill & Co., W. A. Merrill & Son, Edwena Coal Mining Co., and Romesburg Coal Co., Garrett, Pennsylvania, and holder of 2,000 acres of undeveloped coal land two miles south of Gassaway, West Virginia, was born in Oil City, Pennsylvania, in 1869, and has been in the coal business for twenty-two years. Previously he was connected with the Enterprise Coal Co., the Erie Coal & Coke Co., and the Penn Marva Coal Co.

B. F. MEYER, Towanda, Pennsylvania, was born in Monroeton, Pennsylvania, March 9, 1843, and has been in the coal business for thirty years.

G. FRANK MILLEISEN, Harrisburg, Pennsylvania, was born in Harrisburg February 2, 1861, and has been in the coal business for twenty-one years. For thirteen years he was associated with J. S. Sible. He was President of the Harrisburg Coal Exchange for about eight years.

GLEN P. MILLER of Miller & Parsons, Corry, Pennsylvania, was born in Wayne, Pennsylvania, April 22, 1877, and has been in the coal business three years.

JOHN H. MILLER, Lewistown, Pennsylvania, was born in Lewistown May 22, 1866, and has been in the retail coal business for three years. He was previously with Miller & Knapp as Superintendent.

NEVIN N. MILLER, Secretary-Treasurer and General Manager of the Tyrone Fuel & Supply Co., Tyrone, Pennsylvania, also interested in mines at Mountaindale, Pennsylvania, was born in Martinsburg, Pennsylvania, February 17, 1884, and has been in the coal business for fourteen years. He was previously with Skyles, Miller & Co., Martinsburg, Pennsylvania.

SAMUEL F. MILLER, Mechanicsburg, Pennsylvania, was born in Mechanicsburg September 20, 1856, and has been in the coal business for forty years.

CHARLES H. MILSOM, President and Manager Milsom Coal Co., Carrolltown, Pennsylvania, was born in Brookfield, Ohio, February 21, 1868, and has been in the coal business eighteen years. He was formerly with the Townsend & Milsom Coal Co., Chambers & Milsom Coal Co., Milsom & Hughes Coal Co., and Hancock Coal Co.

JOHN H. MINNIG, Schuylkill Haven, Pennsylvania, was born in Friendensburg in 1846, and has been in the retail coal business for twenty-six years.

FRANK MISSINER, Pottstown, Pennsylvania, was born in Pottstown September 21, 1851, and has been in the retail coal business for thirty years. The firm was formerly F. S. Missiner & Son.

J. L. MONTGOMERY, Treasurer Bellefonte Fuel & Supply Co., Bellefonte, Pennsylvania, was born in Bellefonte August 13, 1866, and has been in the coal business twenty-eight years.

GRIFFITH D. MORGAN, General Manager Red Bank Coal Co., East Brady, Pennsylvania, was born in Quemahoning, Pennsylvania, August 20, 1874, and has been in the coal business six years. He was formerly employed at the Monarch mine.

J. A. MORIARTY, retail coal merchant of Columbia, Pennsylvania, was born in Columbia February 5, 1891, and has been in the coal business five years. He was formerly associated with P. Moriarty. He has served as Secretary of the Pennsylvania Retail Coal Merchants' Association.

HORATIO HOWARD MORRIS, Superintendent Lawrence colliery of the Harleigh-Brookwood Coal Co., Frackville, Pennsylvania, was born in Bala, Pennsylvania, September 24, 1889, and has been in the coal business for six years.

JOHN R. MULKIE of the Union Coal & Supply Co., Union City, Pennsylvania, was born in Little Valley, New York, August 15, 1842, and has been engaged in the retail coal business for forty years. He served as agent of the Erie Railroad at Union City for thirty-four years and as a member of the Pennsylvania legislature for four years.

ROY B. MULKIE of the Union Coal & Supply Co., Union City, Pennsylvania, was born in Union City October 7, 1875. By profession he is a civil engineer.

JOHN W. MUMMA, Assistant Manager of the Geo. A. Barnitz Estate, York, Pennsylvania, was born in Lancaster County, Pennsylvania, August 25, 1868, and has been in the retail coal business for fifteen years.

FRANK MUSSELMAN, Starsburg, Pennsylvania, was born in New Danville, Pennsylvania, May 5, 1865, and has been in the coal business for twenty-five years. He was previously with J. C. Walker & Son, Gap, Pennsylvania.

JAMES FRANCIS NEILAN, Saxton, Pennsylvania, General Superintendent of the coal and coke department of Joseph E. Throop and President of the Neilan Coal Co., was born in Hume, New York, August 28, 1885, and has been in the mining end of the coal business eleven years. He has been with the Sunshine Coal & Coke Co., Cambria Fuel Co., Pittsburgh Coal Co., and the Rockhill Iron & Coal Co.

E. H. NEUMEYER of the Saucon Supply Co., South Bethlehem, Pennsylvania, was born in Nazareth, Pennsylvania, February 2, 1876, and has been in the retail coal business four years.

R. E. NEUMEYER of the Saucon Supply Co., South Bethlehem, Pennsylvania, was born in Nazareth, Pennsylvania, February 12, 1867, and has been in the retail coal business four years.

JOHN W. NEWBROUGH, President Rogers Coal Co., Scottdale, Pennsylvania, was born in Fairmont, West Virginia, August 5, 1881, and has been mining coal four years.

GEORGE H. NICHOLS, retail coal merchant of Clarks Summit, Pennsylvania, was born in Clarks Summit July 23, 1867, and has been in the coal business eleven years. He is President of the Abington National Bank and Vice President of the Abington Electric Light Co.

W. S. NORTH of North & Son, Mifflin, Pennsylvania, was born in Mifflin and has been in the coal business for thirty-seven years.

MAX OPSATNIK, retail coal merchant of Aliquippa, Pennsylvania, was born in Hungary December 15, 1879, and has been in the coal business four years. He was formerly connected with Pittsburgh Coal Co. and Whitney & Kemmerer.

JOHN H. PANCO, General Foreman of the Harwood Coal Co., Harwood Mine, Pennsylvania, was born in Germany in 1860 and has worked about the coal mines for forty-nine years, starting before he was nine years old as a slate picker. He was previously with Linderman & Skeer.

FRANK W. PARSONS of Miller & Parsons, Corry, Pennsylvania, was born in Concord, Pennsylvania, May 27, 1875, and has been in the coal business three years.

GEORGE B. PASSMORE of H. P. Passmore & Bro., Oxford, Pennsylvania, was born in Oxford, and has been a partner in the retail firm for twenty years.

H. P. PASSMORE of H. P. Passmore & Bro., Oxford, Pennsylvania, was born in Oxford January 22, 1866, and has been engaged in the retail coal business for thirty-two years.

ROBERT JAMES ELLIOTT PEGG, retail coal merchant of Danville, Pennsylvania, was born in Simcoe, Ontario, Canada, December 3, 1848, and had been in the retail coal business thirty-three years when he retired in 1918.

MORRIS P. PENROSE, Phoenixville, Pennsylvania, was born in Nashaminy, Pennsylvania, November 8, 1875, and has been engaged in the retail coal business for ten years.

HARRY PHYTHYON, Belle Vernon, Pennsylvania, Mine Inspector of Pennsylvania, is a native of Brookfield, born July 10, 1872, and has been identified with the coal business twenty-five years. Mr. Phythyon was formerly associated with the Pittsburgh-Buffalo Coal Co., Ellsworth Collieries, and Pittsburgh Coal Co.

JAMES H. PIERCE, General Superintendent of the East Bear Ridge Colliery Co., Frackville, Pennsylvania, was born in Frackville September 26, 1887, and has been in the coal business for eight years. He was previously with the Lehigh Valley Coal Co., Consolidation Coal Co., and the Paint Creek Collieries Co.

ROBERT WILLIAM PIERPOINT, Narberth, Pennsylvania, Sales Manager and Secretary of the James Pierpoint & Sons Co. of Philadelphia, was born in Pittsburgh, Pennsylvania, July 17, 1890, and has been engaged in the coal business for five years.

FRED S. PYFER, Secretary and Manager of the B. B. Martin Co., Lancaster, Pennsylvania, was born in Lancaster November 6, 1867, and has been in the retail coal business thirty-five years. He was six years with G. Sener & Sons of Lancaster. He has been a Director of the Pennsylvania Retail Coal Merchants Association for six years and Chairman of the Lancaster County Coal Merchants Association.

JOHN QUINN, Secretary-Treasurer and Manager of Quinn & Co., Houtzdale, Pennsylvania, was born in Scotland July 1, 1858, and has been in the coal business for thirty-five years. He surveyed most of the coal lands in Cambria, Clearfield and Centre counties, Pennsylvania. He was previously with the Freeman-Wilson Coal Co., Moshannon Coal Co. and the Hoversville Coal Co.

THOMAS QUINN, South Bethlehem, Pennsylvania, was born in Ireland, September 16, 1850, and has been in the coal business for twenty-four years.

EARL G. RAKER with P. W. G. Raker, Elizabethville, Pennsylvania, was born in Williamstown, Pennsylvania, June 27, 1894, and has been interested in the coal business five years.

GEORGE A. REIFSNYDER, Norristown, Pennsylvania, a salesman for the Philadelphia & Reading Coal & Iron Co., was born in Pottstown, Pennsylvania, November 14, 1879, and has been engaged in the coal business twenty-three years.

T. MANNING RENTZ, Manager of the Thermic Coal & Supply Co., Hollidaysburg, Pennsylvania, was born in Hollidaysburg February 28, 1897, and has been in the retail coal business for two years.

LAVERNA LEE RICE, retail coal merchant of Carlisle, Pennsylvania, was born in Landisburg, Pennsylvania, March 22, 1884, and has been in the coal business seven years. Mr. Rice is the successor of F. E. Thompson.

P. N. RICH, Manager Standard Coal Co., Altoona, Pennsylvania, was born in Altoona June 10, 1878, and has been in the coal business fifteen years. Mr. Rich was formerly associated with the Cambria Coal Mining Co., Philadelphia, Pennsylvania.

SOL. C. RITCHEY, retail coal merchant of Bedford, Pennsylvania, was born in Bedford January 8, 1854, and has been in the coal business thirty years. Mr. Ritchie was formerly with Harderoad & Co.

G. B. ROBERTS, Vanderbilt, Pennsylvania, Treasurer of the Franklin Coal Co., also interested in West Virginia mines, was born in Kirby, Pennsylvania, in 1857, and has been in the coal business for nine years.

CAREL ROBINSON, Manager of the Superior Fuel Co., Russelton, Pennsylvania, was born in Coalburg, West Virginia, in 1881, and has been in the coal mining business for sixteen years. He was previously connected with the New River Co. and the Clinchfield Coal Corp.

GEORGE THOMAS ROBINSON, Secretary and Treasurer of the Operators Coal Mining Co., Vice President and General Manager of the Citizens Coal Co., Secretary of the Dixonville Coal Co. and a Director of the Conemaugh Smokeless Coal Co., Johnstown, Pennsylvania, was born in England February 23, 1868, and has been in the coal business for thirty-seven years. He was formerly with the Cambria Steel Co. as Superintendent of Mines.

C. W. RODGERS of Rodgers & Raub, retailers of Edinburg, Pennsylvania, has been in the coal business thirteen years. He was formerly associated with Ashton & Rodgers.

V. L. ROUSE, Manager of W. P. Rouse & Son, North East, Pennsylvania, was born in Wattsburg, Pennsylvania, December 30, 1884, and has been in the retail coal business for sixteen years.

CHARLES FOSTER ROY, President of the MacGregor Coal Co. and Vice President E. J. Frauenheim Coal Co., Somerset, Pennsylvania, and President Scull Coal Co., was born in Glenroy, Ohio, November 3, 1879, and has been engaged in the coal business fifteen years.

H. R. SACKETT, Manager of the H. R. Sackett Coal & Coke Co., Smithfield, Pennsylvania, was born in New Geneva, Pennsylvania, March 12, 1860, and has been in the coal business eighteen years. He was previously with the Sackett Coke Co., the United Connellsville Coke Co. and the Westmoreland Coke Co., and also promoter, Manager and President of two coal and coke companies.

FRANK G. ST. CLAIR, President and General Manager of the McConnell Coal Co., Dubois, Pennsylvania, was born in Punxsutawney, Pennsylvania, December 3, 1866, and has been in the coal business thirty years. Mr. St. Clair was formerly connected with the Rochester & Pittsburgh Coal & Iron Co., Jefferson & Clearfield Coal & Iron Co., Cowanshannock Coal & Coke Co., Pittsburgh Gas Coal Co. and St. Clair, Rinn & Co

JESSE H. SANFORD, Vice President and General Manager Carnegie Coal Co., Carnegie, Pennsylvania, was born in Vienna, Ohio, December 16, 1861, and has been in the coal business since 1886. Mr. Sanford is also President of the Carnegie Dock & Fuel Co. and the Pittsburgh & Lehigh Dock Co.

CLINTON R. SAVIDGE, President and General Manager of the Mt. Equity Coal & Coke Co., Sunbury, Pennsylvania, was born in Weaverland, Pennsylvania, January 19, 1851, and has been in the coal business for twenty years.

RALPH W. SAVIDGE, Superintendent of the Mt. Equity Coal & Coke Co., Sunbury, Pennsylvania, was born December 16, 1884, and has been connected with the mining end of the coal business for sixteen years.

W. H. SAYLOR of W. H. Saylor & Son, Pottstown, Pennsylvania, was born in Upper Potts Grove, Pennsylvania, October 10, 1856, and has been in the coal business for thirty years.

CLARENCE M. SCHAEFFER of the Schmuck Co., Hanover, Pennsylvania, was born in Westminster, Maryland, in 1885, and has been in the coal business for ten years.

HARRY S. SCHEIBLER, Secretary-Treasurer and General Manager of the Superior-Connellsville Coke Co. and of the Westmoreland Fayette Coal & Coke Co., Greensburg, Pennsylvania, was born in Greensburg July 27, 1877, and has been in the coal business four years.

S. P. SCHIEK, Owner and Manager of the City Coal Co., Meadville, Pennsylvania, was born in New York City July 30, 1872, and has been in the retail coal business twelve years. He bought his present plant of S. Merrell & Co.

SAMUEL L. SCHIVELY, a retail coal merchant of Jenkintown, Pennsylvania, was born in Jenkintown in 1860.

M. SCHLOSSER, Pittston, Pennsylvania, was born in New York City April 26, 1864, and has been in the coal business for twenty years. He was formerly with the Black Diamond Coal Co. as Secretary.

FRANCIS AIKEN SCHMIDT, Secretary of the Allegheny River Mining Co., Kittanning, Pennsylvania, was born in Washington, D. C., May 30, 1892, and has been in the coal business for seven years.

C. F. SCHROYER, Manager of the Franciscus Co., Lewistown, Pennsylvania, was born in Milesburg, Pennsylvania, April 16, 1881, and has been in the coal business for twelve years.

CHARLES SCHULTZ, Blossburg, Pennsylvania, President and General Manager Logan Hill Coal Co., was born in Germany April 28, 1865, and has been in the coal business eighteen years. Mr. Schultz was previously connected with the Barney Hill Coal Co. and the Corning-Blossburg Coal Corp.

SOLOMON IRWIN SCHWOYER, junior partner of Schwoyer, Savage & Co., Robesonia, Pennsylvania, was born in Kutztown, Pennsylvania, January 17, 1891, and has been in the retail coal business about four years.

W. RALPH SENSENICH, Lancaster, Pennsylvania, was born in Cedar Lane, Pennsylvania, December 21, 1884, and has been in the retail coal business thirteen years, six years in business for himself. The first seven years he was with Esbenshade & Co. and G. H. Shreiner & Son.

I. A. SHAFFER, JR., Secretary, Treasurer and General Manager of Falls Creek Coal Co., Lock Haven, Pennsylvania, was born in Lock Haven March 10, 1868, and has been in the coal business fifteen years.

W. H. SHANK, retail coal merchant of Chambersburg, Pennsylvania, was born in Mont Alto, Pennsylvania, December 20, 1854, and has been in the coal business four years.

OSCAR H. SHAW, Superintendent of the Coalmont Moshannon Coal Co., Houtzdale, Pennsylvania, was born in Shawville May 22, 1864, and has been in the coal business for five years. He was previously with the Red Jacket Coal Mining Co. and the Ajax Consolidated Coal Co.

JAMES G. SHEARN, Superintendent J. G. Shearn & Son, Canonsburg, Pennsylvania, was born in England in 1855 and has been in the coal business forty years.

SYLVESTER S. SHELLER, retail coal merchant of Duncannon, Pennsylvania, was born in Duncannon in 1854 and has been in the coal business thirty-seven years.

JOSEPH H. SHEPP, Chief Clerk and Assistant Manager of the East Lehigh Colliery Co., Tamaqua, Pennsylvania, was born in Tamaqua in 1881, and has been in the coal business for fifteen years. He comes of a mining family, being the youngest son of D. Shepp, deceased, who was in the coal business for forty years and operated at Summit Hill, Pennsylvania.

GEORGE WEBB SHILLINGFORD, Secretary and Treasurer Empire Coal Mining Co., Clearfield, Pennsylvania, was born in Peale, Pennsylvania, September 13, 1888, and has been in the coal business eight years.

JOSEPH K. SHULTZ, Washington Borough, Pennsylvania, was born in Washington Borough June 19, 1848, and has been in the coal business for forty years. In addition to a retail lumber business he has a 100-acre tobacco plantation, one of the largest in Pennsylvania.

SMEDLEY & MEHL, retail coal and lumber merchants at Ardmore, Pennsylvania, have been in the coal business twenty-six years.

ALEXANDER G. SMITH, President of the Harrison Coal Co., Rosemont, West Virginia, General Manager of the Meyersdale Fuel Co. and the Randolph Coal Co., Meyersdale, Pennsylvania, was born in Scotland March 4, 1871, and has been in the coal business thirty-five years. He was previously with the Consolidation Coal Co., Pennsylvania division, and the Davis Coal & Coke Co., Thomas, West Virginia. He is a Director of the Somerset County Coal Operators Association.

A. M. SMITH, Halifax, Pennsylvania, was born in Falmouth, Pennsylvania, July 16, 1872, and has been associated with others in the coal business at Halifax twenty-three years, and in business for himself ten years.

ANTHONY SMITH of the Boggs Coal Mining Co., Kittanning, Pennsylvania, was born in Strasburg, W. P., in 1865, and has been in the coal business for thirty-five years.

HARRY K. SMITH, Administrator of the Cal. G. Smith Estate, Wrightsville, Pennsylvania, was born in Wrightsville April 7, 1871, and has been in the coal business for five years.

WILLIAM C. SMITH, General Superintendent of the Commercial Coal Mining Co., Expedit, Pennsylvania, was born in Plains, Pennsylvania, January 14, 1879, and has been in the coal business all his life. He was previously with the Pennsylvania Coal & Coke Co., Mitchell Coal & Coke Co., Peerless Coal & Coke Co., and the Columbia Coal Mining Co.

WILLIAM HENRY SMITH, Newport, Pennsylvania, was born in Newport April 11, 1849, and has been in the retail coal business for ten years.

WILLIAM W. SMITH, President Echard Coal & Coke Co., Connellsville, Pennsylvania, was born in Dunbar in 1868 and has been in the coal business twenty-one years. He is also interested in the Etna Connellsville Coke Co.

B. FRANK SNAVELY, Secretary and Manager of the Consumers Ice & Coal Co., Lancaster, Pennsylvania, was born in Lime Valley, Pennsylvania, September 15, 1878, and has been in the coal business for nine years. He started in with his father, F. H. Snavely, first President of the Consumers Ice & Coal Co., who died November 17, 1917.

JOHN W. SNYDER, Huntingdon, Pennsylvania, was born in Huntingdon, September 30, 1850, and has been in the coal business for thirty-four years.

GEORGE M. SPALDING, Wellsboro, Pennsylvania, was born in Troy, Pennsylvania, in 1860, and has been in the retail coal business for twenty-two years.

EDWIN STANTON STACKHOUSE of Bloomsburg, Pennsylvania, General Manager E. S. Stackhouse Coal Co., Shickshinny, Pennsylvania, was born in Shickshinny in 1866 and has been in the coal business ten years.

ELMER B. STAUDT of Staudt & Schwoyer, Pennsburg, Pennsylvania, was born in Kirbyville, Pennsylvania, October 1, 1882, and has been in the coal business for five years.

HENRY K. STAUFFER, Special Agent for B. Nicoll & Co. at Johnstown, Pennsylvania, was born in Hollidaysburg, Pennsylvania, in 1873, and has been in the coal business for twenty-five years. His previous experience has been with the Allport Coal Mining Co. and the Watkins Coal Co.

J. S. STEVENSON, senior member of the retail firm of Stevenson Bros., Midvale, Pennsylvania, was born in 1876 in Smithsburg, Maryland, and has been in the coal business since June, 1917, when Stevenson Bros. succeeded J. F. Good, who had been in business in Midvale thirty-seven years.

W. H. STEVENSON of the firm of Stevenson Bros., Midvale, Pennsylvania, was born in 1891 in Smithsburg, Maryland. He has been in the coal business since 1917.

HENRY M. STAUFFER, Leola, Pennsylvania, was born in New Holland, Pennsylvania, April 24, 1863, and has been engaged in the retail coal business for twenty-six years. He has one of the most complete retail plants in Eastern Pennsylvania.

GEORGE H. STORY of Geo. H. Story & Co., Chester, Pennsylvania, was born in New Haven, Connecticut, in 1850, and has been in the coal business twenty-one years.

FRED STOVER, General Manager and Treasurer Zenith Coal Co., Butler, Pennsylvania, was born in Emlenton, Pennsylvania, December 2, 1874, and has been in the coal business twenty-six years. Mr. Stover was formerly with the Pickands-Magee Coke Co.

ABRAHAM L. STROUSE, Secretary and Treasurer of the Kerr Coal Co., Freeport, Pennsylvania, was born in Kittanning, Pennsylvania, December 19, 1861, and has been in the coal business for twenty-two years.

CHARLES J. SWARR of Charles J. Swarr & Co., Lancaster, Pennsylvania, was born in Lancaster September 21, 1862, and has been in the retail coal business for thirty-five years.

Albert J. THOMPSON, Wycombe, Pennsylvania, was born in Penns Park, Pennsylvania, September 27, 1873, and has been in the retail coal business for twenty-one years.

C. A. THOMPSON, Mountain Top, Pennsylvania, was born in Foster, Pennsylvania, June 6, 1860, and has been in the retail coal business for twenty-one years.

W. B. THOMPSON, Waynesboro, Pennsylvania, was born in Franklin County, Pennsylvania, September 17, 1862, and has been in the retail coal business for eleven years. He was previously with Thompson & Myers.

ALFRED CHARLES THORPE, retail coal merchant of Chester, Pennsylvania, has been in the coal business eleven years.

DOUGLAS SCOTT THROPP, Earlston, Pennsylvania, General Manager of the coal, coke and iron interests of Joseph Earlston Thropp, was born in Lansdowne, Pennsylvania, in July, 1891, and has been in the coal business since leaving college.

JOSEPH EARLSTON THROPP of Earlston, Pennsylvania, was born in Valley Forge, Pennsylvania, and has been twenty-eight years in the coal business. His great grandfather was the largest coal and iron factor in England in his day.

RAYMOND MEYERS TINGLEY, Herrick Centre, Pennsylvania, was born in Herrick Centre July 21, 1870, and has been interested for twelve years in the coal business. He was formerly with G. S. Tingley and Tingley & Lumley.

H. W. TODD, General Manager and Treasurer of the Lane Coal Co., Philipsburg, Pennsylvania, was born in Philipsburg January 23, 1874, and has been in the coal business for twenty years.

GREYSON PREVOST TROUTMAN, Assistant General Manager of the G. B. Markle Co., Jeddo, Pennsylvania, was born in Centralia, Pennsylvania, in 1880, and has been in the coal business twenty-one years. He was formerly with the Lehigh Valley Coal Co.

THOMAS H. TUDOR, Superintendent Hecla Coal & Coke Co., Brownsville, Pennsylvania, was born in England October 25, 1872, and has been in the coal business thirty-two years. Mr. Tudor was formerly connected with the Keystone Coal & Coke Co. and the Pittsburgh-Westmoreland Coal Co.

HOMER J. TURNER of Turner Bros., Cambridge Springs, Pennsylvania, was born in Cambridge Springs and has been in the coal business six years.

RAY B. TURNER of Turner Bros., Cambridge Springs, Pennsylvania, was born in Cambridge Springs and has been in the coal business six years.

WILLIAM RICHARDSON TURNEY, Secretary, Treasurer and General Manager of the Avella Coal Co., also interested in the Pryor Coal Co. and the Station Coal Co., Greensburg, Pennsylvania, was born in Greensburg, September 7, 1859, and has been in the coal business for thirty years. He is by training a mining engineer.

ADDISON H. ULSH, Millerstown, Pennsylvania, was born in Millerstown November 6, 1852, and has been engaged in the retail coal business thirty-seven years.

LYMAN J. UMSTEAD, retail coal merchant of Birdsboro, Pennsylvania, was born in Birdsboro December 17, 1889, and has been in the coal business nine years.

H. J. VAN DUSEN, President of the Oak Ridge Coal & Coke Co., Hastings, Pennsylvania, has been in the coal business for about twenty-two years.

EDWARD VERO, Millvale, Pennsylvania, was born in Irondale, Ohio, October 21, 1869, and has been in the retail coal business for twenty-five years. He is a member of the Executive Committee of the Pittsburgh Retail Coal Dealers Association.

THEODORE VOGELEY, Owner of the Vogeley Coal Co., Butler, Pennsylvania, was born in Butler June 27, 1867, and has been in the coal business six years.

CHARLES W. WALKER of Wells & Walker, Downingtown, Pennsylvania, was born in Devon December 27, 1867, and has been in the coal business for a quarter of a century.

GEORGE WALKER, retail coal merchant of Chambersburg, Pennsylvania, was born in St. Thomas, Pennsylvania, July 9, 1861, and has been in the coal business fifteen years.

WILLIAM H. WALKER of W. H. Walker & Co., Kennett Square, Pennsylvania, was born in Delaware September 28, 1870, and has been in the coal business for nineteen years. He was formerly with S. C. Walker & Co., Chaddsford Junction, Pennsylvania.

FRANK J. WALLIS, Manager of the Wallis Coal Co., Harrisburg, Pennsylvania, was born in Pennsylvania November 23, 1868, and has been in the coal business since February 10, 1890. He was previously with J. B. Montgomery, Harrisburg. He has been a Director, Vice President and President of the Pennsylvania Retail Coal Merchants' Association.

SAMUEL WALLWORK, General Manager of the Wallwork Coal Co., Summerville, Pennsylvania, was born in England in 1862, and has been in the coal business ten years. He was previously with the Northwestern Mining Exchange Co.

B. FRANK WALTER, retail coal merchant of Christiana, Pennsylvania, was born in Chester County, Pennsylvania, in 1856, and has been in the coal business thirty years.

HARRY H. WEAVER of Fred Weaver & Son, Elizabethville, Pennsylvania, was born in Berrysburg, Pennsylvania, September 13, 1861, and has been in the coal business over thirty years. This firm was established in 1870 by the late Fred Weaver.

GEORGE W. WERTZ, Wernersville, Pennsylvania, was born in Harrisburg, Pennsylvania, February 26, 1836, and has been in the retail coal business for twenty-five years.

JEROME C. WHITE, Assistant Superintendent Penker Coal Co., Portage, Pennsylvania, was born in Sonman, Pennsylvania, July 16, 1896, and has been in the coal business five years. He was previously with the Buffalo, Rochester & Pittsburgh Railway and the Rochester & Pittsburgh Coal & Iron Co.

JOHN L. WHITE, General Superintendent Penker Coal Co., Portage, Pennsylvania, was born in Heckley, Pennsylvania, June 24, 1854, and has been engaged in the coal business forty years. He was previously with the Rochester & Pittsburgh Coal & Iron Co. and the Pittsburgh Terminal Railway & Coal Co.

C. FRANK WILLIAMSON, Media, Pennsylvania, was born in Media, Pennsylvania, February 28, 1861. He started as clerk in 1879 and now has two yards at Media and one at Morton, Pennsylvania. He is a Director and the first Treasurer of the Pennsylvania Retail Coal Merchants' Association.

CHARLES E. WILSON, President Smithfield Coal & Coke Co., Dunbar, Pennsylvania, was born in Pennsylvania and has been in the coal business fourteen years.

E. H. WINSLOW, President of the Ritter & Winslow Co., Punxsutawney, Pennsylvania, also interested in the Summit Coal Mining Co. and the Little Coal Co., was born in Punxsutawney October 10, 1881, and has been in the coal business for twelve years.

HARRY C. WINSLOW, Superintendent of the Williams Coal Co., Punxsutawney, Pennsylvania, was born in Winslow, Pennsylvania, May 24, 1871, and has been in the coal business for seven years. He was formerly President of the Hudson Coal Co.

R. WINTER JR., Royersford, Pennsylvania, was born in Royersford in 1861, and has been the owner of his present business, established in 1865, for twenty years.

C. H. WISSER, McKeesport, Pennsylvania, Treasurer and a Director of the Lake Shore Gas Coal Co. and the Haywood Coal Mining Co., was born in Dravosburg, Pennsylvania, in 1849, and has been active in coal mining thirty-six years. He is also financially interested in the Haywood Coal Mining Co., Shinnston, West Virginia.

F. R. WISSER, Buena Vista, Pennsylvania, Secretary and a Director of the Lake Shore Gas Coal Co. and the Haywood Coal Mining Co., was born in Dravosburg, Pennsylvania, in 1884, and has been engaged in coal mining ten years. He is also financially interested in the Haywood Coal Mining Co., Shinnston, West Virginia.

RALPH A. WOODS, Sharon, Pennsylvania, was born in Clark, Pennsylvania, and has been in the retail coal business for five years.

A. E. WOOLRIDGE, Secretary, Treasurer and General Manager of the Woodland Cannel Coal Co., also interested in the Sterling Coal Mining Co., Woodland, Pennsylvania, was born in Woodland May 17, 1857, and has been in the coal business for twenty-five years.

DANIEL F. WORMAN of the Estate of Thomas Worman, Bath, Pennsylvania, was born in Stewartsville, New Jersey, July 14, 1861, and has been in the coal business twenty years.

A. K. WRIGHT is General Manager of the Peerless Coal Mining Co., Clearfield, Pennsylvania.

JOHN F. WRIGHT, retail coal merchant of Benton, Pennsylvania, is a native of Ireland, born in 1866, and has been in the coal business nine years.

CHARLES P. YEAMANS, retail coal merchant of Bristol, Pennsylvania, was born in Bristol December 15, 1840, and has been in the coal business thirty years.

WILMER W. YOUNG, President and General Manager of the Octoraro Coal Co., Riddlesburg, Pennsylvania, was born in Riddlesburg June 4, 1873, and has been in the operating end of the coal business for twenty-seven years. He was previously with the Keystone Coal Co.

ABRAHAM J. ZABRISKIE, Manager of Zabriskie & L'Hommedieu, Stroudsburg, Pennsylvania, was born in Hackensack, New Jersey, May 7, 1875, and has been in the retail coal business for fifteen years.

W. E. ZIMMERMAN, Superintendent for the Huff Coal Co., Humbert, Pennsylvania, was born in Humbert July 26, 1860, and has been in the coal business thirty years.

ELI Z. ZINN of Zinn Bros., York, Pennsylvania, was born in York March 24, 1871, and has been in the retail coal business eighteen years. The firm was formerly Zinn & Senft. Mr. Zinn is a Director of the Pennsylvania Retail Coal Merchants' Association.

SOUTH DAKOTA

SOUTH Dakota has been recognized by the United States Geological Survey as a coal producing state for the past five years, but the tonnages hoisted from the lignite fields in the northwestern part of the territory do not begin to meet the consuming requirements of the inhabitants, who still depend upon Illinois and lake cargo eastern coal for the bulk of their fuel. Therefore it is as a coal consumer that this agricultural commonwealth makes its first appeal to the fuel interests.

The character of the principal enterprises of the state and the scattered population naturally bring down both the per capita and square mile consumption. The per capita consumption of bituminous coal in 1915 was 1.49 tons, against a country average of 2.04 tons, while its anthracite per capita, .26 ton, was just one-third of the average for the United States as a whole. Upon the square mile basis the consumption of both anthracite and bituminous was 15 tons, against a general average of 123 tons.

Passing to actual figures the total tonnage reported consumed in the state for the year was 1,194,683 tons. This, while exclusive of railroad fuel consumption, included 180,000 tons of Pennsylvania anthracite, leaving the net domestic and general industrial consumption of bituminous and lower grades at 1,014,683 tons. Over a third of this, 357,000 tons, was lake cargo coal. Illinois furnished 319,370 tons; Wyoming, 152,350 tons. All-rail shipments from other producing states were as follows: Colorado, 12,598 tons; Indiana, 3,897 tons; Iowa, 24,120; Kentucky, 89,220; Montana, 25,702; North Dakota, 5,000; Virginia, 4,000; West Virginia, 10,833 tons. The entire production within the state, 10,593 tons, was consumed there.

While the lignite deposits have probably been worked in a small way locally for a number of years, the first government report of production was for 1913, when 10,540 tons of lignite were mined in Dewey, Harding, Meade and Perkins counties. The principal production that year was in Perkins county, 8,925 tons. Production in 1914 totaled 11,850 tons. Perkins county output fell to 6,083 tons, while Dewey jumped from 858 tons to 4,855 tons. Production in 1915 fell to 10,593 tons, with losses in all counties but Dewey and Harding. In 1916 the output further declined to 8,886 tons.

SOUTH DAKOTA

ROBERT ARNDT, proprietor Aberdeen Coal Co., Aberdeen, South Dakota, was born in Germany January 23, 1869, and has been in the coal business six years. Mr. Arndt was formerly connected with Geo. B. Nicol.

JAMES MOREY BENNETT, President Bennett Grain Co., Flandreau, South Dakota, was born February 17, 1866, at Ripon, Wisconsin, and has been in the coal business thirty-three years. Mr. Bennett was previously connected with Hodges & Hyde for eight years and the S. Y. Hyde Elevator Co. for thirteen years.

W. C. BOORMAN, retail coal merchant of Howard, South Dakota, was born in Waterloo, Wisconsin, January 18, 1856, and has been in the coal business for twenty years.

C. E. BJORNSON, retail coal merchant of Lebanon, South Dakota, was born in 1853 at Madison, Wisconsin, and has been in the coal business four years.

FRANK R. BRUMWELL, who handles coal at retail at Huron, South Dakota, was born July 3, 1859, in Vinton, Iowa, and has been in the coal business for about thirty-five years. Mr. Brumwell also handles lumber and farm implements, with branches at Cavour, Vayland, St. Lawrence, Sioux Falls, and Parker, South Dakota.

WALTER C. BUCHANAN, Secretary and General Manager W. C. Buchanan Lumber Co., retailers of coal at Sioux Falls, South Dakota, was born August 3, 1876, in Howard County, Iowa, and has been in the coal business seventeen years. Mr. Buchanan was previously connected with the John W. Tuthill Lumber Co. and St. Anthony & Dakota Elevator Co.

WM. J. BUTTSCHAU, President and Manager German Grain Co., with headquarters at Sioux Falls, South Dakota, has been in the coal business for twenty years. This company operates a large number of retail yards through the Northwest.

ERNEST CAVE, Secretary and Treasurer Consumers Fuel & Ice Co. of Watertown, South Dakota, was born in Ontario, Canada, November 29, 1885, and has been in the coal business for eight years. Mr. Cave was formerly connected with the Cave Coal Co., Burlington, Iowa, and the Old Ben Coal Corp., Chicago.

LOUIS DORNBUSH, retail coal merchant of Pollock, South Dakota, was born April 13, 1867, at Muskegon, Michigan, and has been handling coal for about fourteen years. Previous to going into business for himself Mr. Dornbush was connected with DeBoer & Dornbush.

H. B. ENGEL, Redfield, South Dakota, was born December 29, 1871, at Jordan, Minnesota, and has been in the retail coal business for ten years.

JOHN FITZGIBBON, Manager The Sioux Falls Fuel Co., Sioux Falls, South Dakota, was born at Troy, New York, in 1857, and has been in the coal business twenty-seven years. Mr. FitzGibbon was previously connected with J. W. Sheridan & Co.

J. A. GRISDALE, Secretary and Treasurer German Grain Co., Sioux Falls, South Dakota, has been in the coal business fifteen years, handling both the retail and jobbing trade.

SVEN JOHN HAGG, President and General Manager Sioux Lumber Co., retailers of coal at McLaughlin, South Dakota, was born April 10, 1870, in Sweden, and has been in the coal business for fifteen years. This firm has a branch at Shields, North Dakota.

FRANK E. HULBERT, Manager Hulbert-Benjamin Lumber Co., retailers of coal at Frederick, South Dakota, was born in 1870 at Melrose, Wisconsin, and has been in the coal business for eleven years.

O. T. LITCHFIELD, Treasurer and Buyer J. F. Anderson Lumber Co., Mitchell, South Dakota, was born May 13, 1870, in Yankton, South Dakota, and has been in the coal business twenty-five years. Mr. Litchfield was previously connected with the Davis & Daniels Co.

JOHN PHILLIP McELROY, Sales Agent for the Sheridan Coal Co., Rapid City, South Dakota, was born November 4, 1864, at Beverly, New Jersey, and has been in the coal business for fifteen years. Mr. McElroy is also interested in the Rapid City Fuel Co., retailers of coal at Rapid City. He was formerly connected with the Big Horn Collieries Co. and the Colorado Fuel & Iron Co. of Denver, Colorado.

WM. G. MILNE, who handles coal at retail, together with grain and milling, at Dell Rapids, South Dakota, was born in Canada, September 8, 1860, and has been in the coal business for fifteen years.

HARRY T. PARMLEY, owner of the retail coal firm of H. T. Parmley, Sioux Falls, South Dakota, was born August 7, 1860, at Janesville, Wisconsin, and has been in the coal business thirty-nine years. Mr. Parmley is coal representative of Sioux Falls in the Rotary Club and has served as Warden of the State Penitentiary.

FRANK E. PORTEOUS, retail coal merchant at Mitchell, South Dakota, was born May 30, 1882, at Ethan, South Dakota, and has been in the coal business twelve years.

CLARENCE F. ROURKE, member of the retail coal firm of Mullen & Rourke, Deadwood, South Dakota, was born April 9, 1879, at Henderson, Michigan, and has been in the coal business for ten years. He was formerly connected with Mullen & Munn of Deadwood. Mr. Rourke was for three years a Director in the Northwestern Retail Coal Dealers Association, and has been a Director from South Dakota for the past two years in the Northwestern Traffic and Service Bureau.

A. C. SCHOENEMAN, Secretary Schoeneman Bros. Co., retailers of coal at Sioux Falls, South Dakota, was born March 18, 1876, in Walnut, Iowa, and has been connected with this company twenty-two years. Schoeneman Bros. Co. operate fourteen other branches.

JOHN H. SCHROEDER, retail coal merchant of Geddes, South Dakota, was born February 22, 1868, in Illinois, and has been in the coal business ten years. Previous to going into business for himself Mr. Schroeder was connected with the Fullerton Lumber Co. of Minneapolis.

JOHN H. SELMSER, Secretary and Manager Selmser Fuel & Grain Co., Watertown, South Dakota, was born March 18, 1871, at Johnstown, New York, and has been in the coal business eighteen years. Mr. Selmser was formerly connected with G. W. Van Dusen & Co. for thirteen years and later with McBath & Selmser.

JOHN SNESS, Manager Menno Lumber Co., retailers of coal at Menno, South Dakota, was born in Menno, and has been in the coal business eleven years.

J. J. STEHLY, retail coal merchant of Hecla, South Dakota, was born September 3, 1860, at Lakeville, Minnesota, and has been in the coal business for fifteen years.

EDWARD A. WEARNE, retail coal merchant of Webster, South Dakota, was born at Hazel Green, Wisconsin, August 19, 1864, and has been in the coal business sixteen years.

TENNESSEE

TENNESSEE ranks thirteenth among the coal producing states of the Union. That it does not come higher in the list is due to its location with respect to other southern producing states, notably Kentucky, Alabama and Virginia; that it does not fall lower is due to the high quality of certain of its well-known preparations which have enabled the operators in the favored fields to maintain markets in the face of lower production costs in competing districts. The foregoing generalization, of course, has particular reference to conditions that existed prior to the fall and winter of 1916. Prior to that period competition had been bringing down production from the banner year of 1910 so that in 1915 the total output of the state was the lowest since 1904. Since the period first referred to production has again been on the upward trend, the gain for 1916 over 1915 being 407,088 tons, or approximately 7 per cent.

The United States Geological Survey estimates that about 4,400 square miles of Tennessee territory are underlaid with coal and that by far the greater portion of the area contains one or more beds of workable fuel. The known measures cross the entire state in a northeast-southwest direction, with a width of about 70 miles at the Kentucky state line and about 20 miles less at the Tennessee-Alabama-Georgia boundary. Only the highest land at the southern end of that part of the field lying within Tennessee contains coal.

The Tennessee coal measures are part of the great Appalachian coal region which has contributed so much to the development and prosperity of the eastern and southeastern part of the United States. The greater part of the workable Tennessee portions of this region lie in the Wartburg, Walden and Sewanee basins. The Cumberland basin of Kentucky extends from the Middlesboro field to Elk Valley and contains over 3,900 feet of beds. Bryson Mountain, in Claiborne county, is said to contain 95 feet of coal, including 13 beds of workable thickness. Seven of these beds range in thickness from 4 to 6½ feet.

The Wartburg basin, lying north of Emory river, includes parts of Scott, Anderson and Morgan counties, and is continuous northward with the commercially well-known Jellico basin of Tennessee and Kentucky. Development has been practically confined to coals about the margins of this basin, the more important being in the Briceville shale, where the bed attains a thickness of from three to four feet.

The Walden basin is a narrow trough extending southwestwardly from the Emory river to the Georgia state line. It contains at least seven workable beds, of which the most important one lies at or near the horizon of the Sewanee. The latter basin is also a long and narrow trough, paralleling the Walden and separated from it by the Sequatchie Valley. The most important of the several beds here found is the Sewanee, which has an average thickness of four feet over a wide area. The principal commercial development has been along the western margin of the Sequatchie Valley and in the "outliers" of the coal bed occupying the summit of the Cumberland plateau.

Commercial development of the coal resources of the state was begun in 1840 or very shortly before that date. The United States Census for that year credits Tennessee with an output of 558 tons. Production showed a gradual growth during the next 20 years, the output reported for 1860 being 165,300 tons. Development was retarded during the Civil war, but a modest recovery was effected within a few years after the close of hostilities and the 1,000,000-ton mark was reached in 1883. Increase as a whole proceeded at a steady rate until 1910 when the output reached 7,121,380 tons. The high water mark set in that year was not passed in the six years following. Detailed statistics of production since 1883 follow:

Year.	Ton.	Year.	Ton.
1883	1,000,000	1900	3,509,562
1884	1,200,000	1901	3,633,290
1885	1,440,957	1902	4,382,968
1886	1,714,290	1903	4,798,004
1887	1,900,000	1904	4,782,211
1888	1,967,297	1905	5,766,690
1889	1,925,689	1906	6,259,275
1890	2,169,585	1907	6,810,243
1891	2,413,678	1908	6,199,171
1892	2,092,064	1909	6,358,645
1893	1,902,258	1910	7,121,380
1894	2,180,879	1911	6,433,156
1895	2,535,644	1912	6,473,228
1896	2,663,106	1913	6,903,784
1897	2,888,849	1914	5,943,258
1898	3,022,896	1915	5,730,361
1899	3,330,659	1916	6,137,449

Railroad fuel demands, coal for coking for use in the southern furnaces, and the industrial demands of the cotton interests take the bulk of the steam sizes produced in Tennessee. The coal from the northeastern part of the state (Jellico seam) has a high standing in the South as a domestic fuel and some of the Tennessee product also finds its way north of the Ohio river. Under normal conditions (using 1915 as a basis) approximately 23 per cent. of the total output of the mines, or 1,340,737 tons, is consumed within the state. This state consumption is made up as follows: Used at mines, 167,560; sold locally, 71,071; shipped to intrastate points, 785,968; made into coke at the mines, 316,-138 tons. Over half the production of the year, 3,375,-461 tons, was used by the railroads. Less than 20 per cent. was shipped to interstate destinations for general industrial and steam consumption. Interstate shipments for that year totaled 1,014,163 tons and were distributed as follows: Alabama, 48,942; Florida, 26,886; Georgia, 481,271; Indiana, 22,590; Kentucky, 185,580; Michigan, 240; the Carolinas, 168,512; Ohio, 23,974 and Texas, 56,168 tons.

As a coal consumer Tennessee, in common with many other southern states where climatic conditions are generally mild, does not measure up to the country per capita and per square mile averages. Bituminous consumption per capita for 1915 was 1.26 tons, as compared with a country average of 2.04 tons, and the anthracite consumption was so small that it does not figure into the grand average, which is 2.82 tons (anthracite and bituminous combined) for the United States as a whole. The square mile consumption was 85 tons, against an average for the country of 123 tons. Upon the basis of actual figures, however—3,599,638 tons of bituminous coal and approximately 9,000 tons of anthracite—Tennessee consumption compared very favorably with that of other states in the same general territory.

Nearly 80 per cent. of the fuel requirements of the state came from Kentucky and Tennessee mines. The product shipped in from Kentucky, 1,560,776 tons, represented approximately 43 per cent. of the total coal consumed, while that furnished by the Tennessee mines, 1,340,776 tons, represented slightly less than 36 per cent. Virginia ranked third as a source of supply with a contribution of 373,244 tons; Alabama came fourth with 161,754 tons. Six other states also shared in the Tennessee business of the year with the following tonnages: Arkansas, 15,258; Georgia, 7,359; Illinois, 68,-559; Indiana, 33; Pennsylvania, 30,613, and West Virginia, 1,305 tons.

JOHN EVANDER PATTON, Chattanooga, Tennessee, President and Treasurer of the Sewanee Fuel & Iron Co. of Chattanooga, Tennessee, was born in Marion County, Tennessee, November 4, 1870, and has been in the coal business fifteen years. Mr. Patton is also Vice President of the Conger Coal Co. He has also been Vice President of the Southern Appalachian Coal Operators Association and has extensive business interests in this section.

ILIFF CONGER, Chattanooga, Tennessee, President and Treasurer of the Conger Coal Co. of Chattanooga, Tennessee, was born at Fayetteville, Tennessee, December 22, 1861, and has been in the coal business two years. He is also Vice President of the Sewanee Fuel & Iron Co.

JAMES MEHAFFEY ADAMS, Chattanooga, Tennessee, Secretary Sewanee Fuel & Iron Co., Chattanooga, Tennessee, was born January 3, 1892, at Savannah, Georgia, and has been in the coal business eight years. He is also Secretary of the Conger Coal Co. and has many friends in the trade.

GEORGE W. STEPHENSON, Chattanooga, Tennessee, Sales Manager Sewanee Fuel & Iron Co. of Chattanoga, Tennessee, was born December 18, 1880, at Knoxville, Tennessee, and has been in the coal business fifteen years. He was previously connected with the Jellico Coal & Coke Co. Mr. Stephenson has a wide acquaintance in the trade and has many warm friends.

HARRY L. CORY, Chattanooga, Tennessee,
Owner of the H. L. Cory Coal Co. of Chattanooga, Tennessee, was born March 26, 1875, in Washburn, Wisconsin, and has been in the coal business twenty-two years. He is also President of the Pineville Coal Co. and General Manager of the Indian Head Coal Co. Mr. Cory was formerly Vice President and Sales Manager of the Continental Coal Co. and Federal Coal Co. He has served as a member of the Executive Committee of the Southern Appalachian Coal Operators Association.

HARRY B. BONNEY,
Chattanooga, Tennessee,
President of the H. B. Bonney Coal Co. of Chattanooga, Tennessee, was born September 28, 1884, in Shelby County, Kentucky, and has been in the coal business for sixteen years. He was previously connected with the New Etna Coal Co. and was Secretary of the Kentucky-Tennessee Coal Co.

REED CLEVELAND FITZGERALD, Chattanooga, Tennessee,
Sales Manager of the Federal Coal Co., Chattanooga, Tennessee, was born December 3, 1882, at Danville, Kentucky, and has been in the coal business fifteen years. He was formerly connected with the Procter Coal Co. of Knoxville for five years. Mr. Fitzgerald is very popular in the trade and enjoys an unusually wide acquaintance among the retailers in the South.

PHILIP FRANCIS, Jellico, Tennessee,
Superintendent of the Proctor Coal Co. of Jellico, Tennessee, was born June 7, 1853, at Danville, Pennsylvania, and has been in the coal business about fifty-five years. Mr. Francis is also interested in the Power Coal Co. and is a Director in the East Tennessee Coal Co. and the Bennett Jellico Coal Co. He worked through every department of mining to the top, and has organized several successful companies.

J. L. SLUSHER,
Jellico, Tennessee,
President of the Evans-Jellico Coal Co., Jellico, Tennessee, was born July 28, 1878, at Pineville, Kentucky, and has been in the coal business seventeen years. He is also interested in the Evans Blue Gem Co. Mr. Slusher was previously connected with the Tennessee Jellico Coal Co. Mr. Slusher's companies produce the Tennessee Jellico Cook Coal and the Famous Blue Gem Coal.

LEONARD E. WOODY,
Jellico, Tennessee,
General Manager of the Blue Gem Coal Co., Jellico, Tennessee, was born January 3, 1884, at Marion, Kentucky, and has been in the coal business four years. Mr. Woody was previously connected with the Nebo Consolidated Coal & Coke Co.

MAJOR E. C. CAMP, Knoxville, Tennessee,
President of the Coal Creek Coal Co. of Knoxville, Tennessee, was born August 1, 1839, in Knox County, Ohio, and has been in the coal business about fifty years. Major Camp was appointed United States District Attorney by President Grant in 1869, which office he held for one term. He is a lawyer by profession but has personally looked after the management of his coal interests all these years and now has extensive realty holdings in Knoxville.

GUY DARST, Knoxville, Tennessee,

Sales Manager of the Bewley-Darst Coal Co., Knoxville, Tennessee, was born October 23, 1878, in Lynchburg, Virginia, and has been in the coal business twenty years. Mr. Darst was formerly connected with the Virginia Iron, Coal & Coke Co. as Sales Manager and ranks as one of the able and enterprising operators of the South.

EDGAR CLYDE MAHAN, Knoxville, Tennessee,
General Manager Sales Department Southern Coal & Coke Co., Knoxville, was born in Williamsburg, Kentucky, September 25, 1879, and has been in the coal business twenty years. Mr. Mahan is also President of the New Caryville Coal Co., Secretary-Treasurer of the Southern Mining Co., and President of the Southern Appalachian Coal Operators' Association. Mr. Mahan is highly respected in the coal trade and is considered one of the leaders among the Southern operators.

HOWELL J. DAVIS, Knoxville, Tennessee,
President East Tennessee Coal Co., Knoxville, is a native of Knoxville, and was born September 26, 1875. Mr. Davis has been in the coal business twenty-two years and was formerly Secretary-Treasurer of the Jellico Coal Mining Co. He is also Secretary-Treasurer of the First Creek Coal Co. He has served as President of the Southern Appalachian Coal Operators Association and Director of the National Coal Association, and is now on the Executive Committee of the former. Mr. Davis is popular in the trade and has a wide acquaintance throughout the South.

WILLIAM E. DAVIS, Lexington, Kentucky,
Vice President and General Manager Midland Mining Co., Lexington, Kentucky, was born in Knoxville, Tennessee, December 7, 1877, and has been in the coal business nineteen years. He is Vice President of the East Tennessee Coal Co. and a Director of the Kenmont Coal Co., Kentucky Block Coal Co., Kentucky Jewel Coal Co., and Elk Fork Coal Co. He sold recently his interest in the First Creek Coal Co. of which he was President and General Manager. He is the pioneer of the Hazard coal fields in Kentucky and has equipped and operated some of the best properties in that field.

FRANK C. RICHMOND, SR., Knoxville, Tennessee,
Secretary East Tennessee Coal Co., Knoxville, Tennessee, was born near Sterchi, New York, October 19, 1848, and has been with the East Tennessee Coal Co. for forty-two years. Mr. Richmond is one of the deans of the Tennessee coal trade and is highly regarded in that section.

GEORGE R. BILLINGSLEY, Memphis, President Bannon Coal & Ice Co., Memphis, was born in Elizabeth, Pennsylvania, March 27, 1860, and has been in the coal business forty-five years, starting work in the mines at eight years of age. He remained in his native town until thirty-four years of age and then went to Memphis in 1884. In 1892 he organized the Bannon Coal Co. and in 1902 started business under the present firm name. In 1912 Mr. Billingsley's twin brother died, and that leaving no one in the company but himself and his brother's estate, Mr. Billingsley then incorporated the Bannon Coal & Ice Co. for $120,000 paid-up stock, all held by himself and brother's estate. The corporation has an ice plant, making 120 tons of ice per day, and an increasing coal business. Mr. Billingsley and his brother's three sons, who are very bright young business men like their father, put their life and soul in the business. Frank W. Billingsley, the eldest of the three sons, is General Manager of the ice plant and is a great factor in making the business a success. George R. Billingsley is a great fraternal man, being a Mason, Shriner, Elk, Eagle, Moose, Knight of Pythias, and Odd Fellow. He was one of the founders of the Gibraltar Coal & Mining Co., Mercer, Kentucky, and shortly after its formation bought the Dove Coal & Mining Co., also of Mercer. He is also interested in the gold mines of Cripple Creek, Colorado, and is a stockholder and a Director of the Sonora Gold & Silver Mining Co. of Sonora, Mexico.

ROBERT LEE BROWN, Memphis, Tennessee, President Brown Coal Co., Memphis, Tennessee, was born at Obion, Tennessee, December 30, 1869, and has been in the coal business a quarter of a century. Mr. Brown is also President of the Gibraltar Coal Mining Co. and Mercer Coal Co., Chairman of the Executive Committee of the Ohio Valley Coal Operators' Association and a member of the Executive Committee West Kentucky Conservation Association.

SHIRLEY H. FRASER, Memphis, Tennessee, Secretary Southern Coal Co., Memphis, Tennessee, was born in Trenton, Tennessee, November 3, 1873, and has been in the coal business twenty-five years.

WILLIAM T. C. BERLIN, Memphis, Tennessee,
President Hunt-Berlin Coal Co., Memphis, is a native of Memphis, born in 1872, and has been in the coal business twenty-six years. Mr. Berlin was formerly connected with the Broadway Coal Co. and Berlin Coal Co. He is Chairman of the Memphis Retail Coal Dealers Association and a member of the Executive Committee of the National Retail Coal Merchants Association. He is very popular and has many friends in the coal trade.

WILLIAM JUNIUS PRESCOTT, Memphis, Tennessee,
Vice President Hunt-Berlin Coal Co., Memphis, Tennessee, was born in Memphis September 25, 1875, and has been in the coal business twenty-seven years. Mr. Prescott was formerly connected with the Pittsburgh Coal Co. and Hunt Bros. Mr. Prescott is a Director of the National Coal Jobbers Association and is one of the most popular coalmen in the trade.

BAYLISS G. LEE, Memphis, Tennessee,
President Bohlen-Huse Coal & Ice Co., Memphis, Tennessee, has been in the coal business four years.

FREDERICK MORGAN McDONALD, Memphis, Tennessee,
President and General Manager McDonald Coal Co., Memphis, Tennessee, was born at Plum Point, Mississippi, January 20, 1874, and has been in the coal business for twenty-one years. Mr. McDonald is also interested in the Liberty Coal Mining Co. He was formerly connected with the Broadway Coal Co. and is Secretary of the Retail Coal Dealers Association. His experience in the coal business includes the retailing, jobbing and mining ends.

JUNE H. RUDISILL, Memphis, Tennessee,
President Memphis Coal Co., Inc., Memphis, was born in Brownsville, Tennessee, February 10, 1876, and has been in the coal business twenty-three years. Mr. Rudisill is President Latura-Whitten Coal Co., Secretary Hunt-Berlin Coal Co. and Galloway-Eberhart Coal Co. and was formerly connected with the Rudisill Coal Co. He is well known in coal trade circles.

WILLIAM W. SIMMONS, Memphis, Tennessee,
General Manager Broadway Coal & Ice Co., Memphis, was born in Courtland, Alabama, and has been in the coal business twenty years. Mr. Simmons is President of the Broadway Coal Mining Co. and a member of Western Kentucky Coal Operators Association, Ohio Valley Coal Operators Association and West Kentucky Conservation Association.

JOHN J. DARRAGH, JR., Memphis, Tennessee,
General Manager Consumers Coal & Ice Co., Memphis, was born February 7, 1876, in St. Louis, Missouri, was reared in the city of Memphis, later attending the University of Tennessee in Knoxville. In 1898 he entered the service of the Consumers Ice Co., and when the name was changed in 1912 to the Consumers Coal & Ice Co. assumed charge of the coal department. Mr. Darragh is a member of the Executive Board of the Memphis Retail Coal Dealers' Association.

WILLIAM HENRY LINDSEY, Nashville, Tennessee,
President Crescent Coal Co., Nashville, Tennessee, is a native of Nashville, born July 6, 1879, and has been in the coal business seventeen years. Mr. Lindsey is Vice President of the Napier Iron Works, whose furnaces and iron ore interests are located in Tennessee, and is closely identified with many other large and important corporate interests.

FRED PARKER WRIGHT, Bevier, Kentucky,
General Manager Crescent Coal Co., Bevier, Kentucky, was born in Winchester, Massachusetts, December 5, 1850, and has been in the coal business seventeen years. Mr. Wright has been Vice President and President of the West Kentucky Coal Operators Association for twelve years, President Kentucky Mining Institute, and a member of the American Mining Congress. He is one of the best known and highly regarded operators in the West Kentucky field.

HIGHLAND COAL & LUMBER CO., Nashville, Tennessee,
Originally started out to mine coal for its own use, but gradually developed its property—11,000 acres of its own land and 2,000 acres of leased land—so as to distribute coal, estimated annual tonnage of 300,000 tons, in the states of Tennessee, Georgia and Florida.

The company was organized in 1912, and its officers are: W. B. Davidson, President; C. B. Benedict, Vice President; L. Clark, Secretary and Treasurer; J. A. Sutton, Sales Manager.

C. KEITH VAUGHN, Nashville, Tennessee,
Proprietor Keith Vaughn Coal Co., Nashville, Tennessee, was born August 18, 1886, in Nashville, and has been in the coal business for four years. He is one of the enterprising retailers in his city.

TENNESSEE — Chattanooga

JOHN R. BARNES, Owner of the J. R. Barnes Coal Co. of Chattanooga, Tennessee, was born October 30, 1868, at Gainesville, Alabama, and has been in the coal business twenty-nine years. He is also President of the Big Mountain Coal Mining Co. and Vice President of the Hibbler-Barnes Co. and of the Kentucky-Tennessee Coal Co. He was formerly associated with Barney Bros.

T. ODELL BUSBEE, Vice President of the United States Fuel Corp., Chattanooga, Tennessee, was born July 11, 1888, in Augusta, Georgia, and has been in the coal business eight years. Mr. Busbee has been connected with the Roth Coal Co., H. T. Hackney Coal Co., and Southern Coal & Coke Co., all of Knoxville, and has been Chairman of the Executive Committee of the Knoxville Retail Coal Dealers Association.

MAX MILLIGAN, Assistant Treasurer and Manager of the Retail Department of the Durham Coal & Iron Co., Chattanooga, Tennessee, was born November 1, 1886, in Chattanooga, and has been in the coal business thirteen years. Mr. Milligan was formerly connected with the New Soddy Coal Co., Fox Coal Co., and the Sale Creek Coal & Coke Co.

WILLIAM J. NIXON, General Manager Fentress Coal Co., Chattanooga, Tennessee, was born May 7, 1878, in Chattanooga, and has been in the coal business fifteen years. He is also Vice President of the Catoosa Coal Mining Co. and General Manager of The Wallins Creek Collieries Co. Mr. Nixon was previously Sales Agent for the Cumberland Coal & Coke Co. and General Manager of the Nixon Coal Mining Co.

JOHN F. WALTER, President United States Coal Co., Chattanooga, Tennessee, was born in Scranton, Pennsylvania, July 4, 1878, and has been in the coal business twelve years. Mr. Walter is also President of the Dixie Coal & Iron Co. and Vice President of the Tracy City Coal Co.

F. REES WOOLFORD, proprietor Woolford Coal Co. of Chattanooga, Tennessee, was born in Woolford, Maryland, July 27, 1866, and has been in the coal business twenty-six years.

TENNESSEE — Knoxville

EDWARD DE MOTT ATTIX, Assistant General Manager Cross Mountain Coal Co., Knoxville, Tennessee, was born in Knoxville September 25, 1881, and has been in the coal business about eighteen years. He is Assistant General Manager of the Volunteer Coal Co., the Shamrock Coal Co., and the Knoxville Iron Co.

ALEXANDER BONNYMAN, President Blue Diamond Coal Co., with headquarters at Knoxville, Tennessee, and principal sales office at Cincinnati, Ohio, was born in Scotland forty-eight years ago, but was educated as an Engineer in the Kentucky State University. Up to six years ago he was a well-known railroad man in the South, having built the Atlanta, Birmingham & Atlantic Railroad. He was Chief Engineer of the Atlantic & Birmingham Construction Co., which spent several million dollars in coal and iron development in the Birmingham (Alabama) district, and in building extensive ship terminals on the South Atlantic coast. He is President of the Campbell Coal Mining Co., Westbourne Coal Co., Starbourne Coal Co., Highcliff Coal Co., and the Calvin Holmes Coal Co.

ABEL N. BROWN, proprietor of the Blue Gem Coal Co. of Knoxville, Tennessee, was born in June, 1856, in Knox County, Tennessee, and has been in the coal business twenty years.

WILLIS P. DAVIS, General Manager Cross Mountain Coal Co. and Knoxville Iron Co., Knoxville, Tennessee, was born October 2, 1859 in Louisville, Kentucky, and has been in the coal business over twenty years. He is President of the Coal Creek Operators Association and Vice President of the Southern Appalachian Coal Operators Association.

L. R. EAGER, President and General Manager Standard Jellico Mining Co., Knoxville, Tennessee, was born March 16, 1881, at Volga, South Dakota, and has been in the coal business twelve years.

WILLIAM J. EVERETT, Secretary-Treasurer Jellico Coal Mining Co., Knoxville, Tennessee, was born June 18, 1867, at Campbell, Tennessee, and has been in the coal business for sixteen years. Mr. Everett is also Secretary-Treasurer of the Bon Jellico Coal Co.

FRANK FULLER FLOYD, Vice President and Sales Manager of the Jellico Coal Mining Co. and Sales Manager of Bon Jellico Coal Co., Knoxville, Tennessee, was born in North Carolina, August 15, 1874, and has been in the coal business for thirteen years. Mr. Floyd was active in the organization of the Appalachian Coal Operators Association at the time of its formation.

J. FRITZ FOX, proprietor of Martin & Fox, doing a wholesale and retail coal business at Knoxville, Tennessee, is a native of Knoxville, born July 13, 1865, and has been in the coal business eighteen years. Mr. Fox has been Treasurer of the Kentucky and Tennessee Retail Coal Merchants Association and is well known in the trade.

JOSEPH PERRY GAUT, Secretary-Treasurer Pruden Coal & Coke Co., Knoxville, Tennessee, was born April 15, 1867, at Cleveland, Tennessee, and has been in the coal business for eleven years. Mr. Gaut is also interested in the Black Creek Coal Co. and First Creek Coal Co.

VICTOR NEWTON HACKER, President Pruden Coal & Coke Co., Knoxville, Tennessee, was born at Greenville, Tennessee, July 22, 1884, and has been in the coal business for eleven years. Mr. Hacker is also interested in the Back Creek Coal Co. and First Creek Coal Co.

JAMES McQUEEN, Sales Manager Cherokee Coal & Coke Co., Knoxville, Tennessee, was born in Tennessee in 1889, and has been in the coal business for six years. Mr. McQueen is also President of the Buckeye Coal Mining Co.

CHARLES F. ROTH, proprietor of the Roth Coal Co., Knoxville, Tennessee, was born March 18, 1855, in Knoxville, and has been in the coal business for fifteen years. Mr. Roth is also President of the local coal dealers association and was President of the Southern Retail Coal Dealers Association and has always taken an active part in bettering trade conditions.

ED. H. STEGALL, General Manager Cherokee Coal & Coke Co., Knoxville, Tennessee, was born in Tennessee June 28, 1884, and has been in the coal business twelve years. Mr. Stegall is Vice President of the Piedmont Coal & Coke Co. and Secretary-Treasurer of the Buckeye Coal Mining Co.

THOMAS P. WITHERSPOON, proprietor Witherspoon Coal Co., Knoxville, Tennesse, was born at Oak Forest, Mississippi, May 9, 1882, and has been in business for himself for ten years.

TENNESSEE — Memphis

ROBERT ARKENBURG BRIDGES, President and General Manager Coradine-Bridges Coal Co., Memphis, Tennessee, was born in Livermore, Kentucky, December 16, 1880, and has been in the coal business twenty-one years. Mr. Bridges was formerly connected with the Black Diamond Coal & Mining Co.

LOUIS A. CARLISLE, Vice President and Manager Lawo Coal & Coke Co., Memphis, Tennessee, was born in LaFayette, Alabama, February 18, 1881, and has been in the coal and iron business for fifteen years. Mr. Carlisle was formerly connected with the DeBardeleben Coal Co. and the Alabama Fuel & Iron Co., Birmingham, Alabama.

MATTHEW J. CONNELLY, Manager Conley Coal Co., Memphis, Tennessee, was born in Memphis October 25, 1865, and has been in the coal business twenty-two years. Mr. Connelly was formerly connected with the Bannon Coal Co. and the McDonald Coal Co., Memphis.

HENRY F. DIX, Secretary Memphis Coal Co., Inc., Memphis, Tennessee, was born in Memphis November 10, 1880, and has been in the coal business eleven years. Mr. Dix was formerly with the Pittsburgh Coal Co.

WILLIAM SHEP J. LAWO, Manager Pittsburgh Coal Co., Memphis, Tennessee, was born in Memphis February 5, 1888, and has been in the coal business ten years. Mr. Lawo was formerly connected with the Lawo Coal Co. He is very highly regarded in Southern coal trade circles and takes an active interest in everything for the betterment of the coal business.

WALKER MINTER, proprietor of W. Minter & Co., Memphis, Tennessee, was born in Georgia March 11, 1884, and has been in the coal business for four years. He was formerly connected with the Coil Coal Co.

EDWIN STREULI, proprietor Edwin Streuli Coal Co., Memphis, Tennessee, was born in Switzerland, January 26, 1865, and has been in the coal business twenty-eight years Mr. Streuli was formerly connected with the McHenry Coal Co., Southern Coal Co., and Memphis Coal & Coke Co.

ROBERT G. WATKINS, Manager Valley Ice & Coal Co., Memphis, Tennessee, was born at Eureka, Mississippi, March 5, 1884, and has been in the coal business for fourteen years. He was formerly connected with the Davis Coal Co. and Johnson Eaton Coal Co.

EGBERT BARTON WHITE, Office Manager Pittsburgh Coal Co., Memphis, Tennessee, was born at Bradford, Tennessee, and has been in the coal business for six years. Mr. White was formerly Local Manager of the West Kentucky Coal Co. of Memphis.

CLYDE JOHN ZINK, Secretary-Treasurer North Memphis Coal Co., Memphis, Tennessee, was born at Springfield, Missouri, April 17, 1888, and has been in the coal business for eight years.

EDWARD KESLEY ZINK, Manager North Memphis Coal Co., Memphis, Tennessee, was born at Clarion, Pennsylvania, February 15, 1857, and has been in the coal business for eight years.

TENNESSEE — Nashville

C. HOYT BRADFORD, Assistant General Manager Fentress Coal Co., Nashville, Tennessee, was born in Dayton, Ohio, April 22, 1867, and has been in the coal business twenty-eight years. Mr. Bradford was formerly connected with the City Coal & Transfer Co., Chattanooga, Tennessee.

TYLER CALHOUN, Vice President Baileys Creek Coal Co., Nashville, Tennessee, also Vice President of the King Harlan Mining Co. and President of the Bellfort Land & Coal Co. of Nashville, Tennessee, was born in Nashville in 1866, and has been in the coal business six years. Mr. Calhoun was formerly connected with the Tennessee Coal, Iron & Railroad Co. as Superintendent and Mining Engineer.

A. A. DICKERSON, Manager Overton & Bush, Nashville, Tennessee, was born at Lynnville, Tennessee, December 10, 1875, and has been in the coal business for twenty-five years. Mr. Dickerson was formerly connected with the Bon Air Coal & Iron Co.

CHARLES C. MEADOR, proprietor Meador Coal Co., Nashville, Tennessee, was born at Murray, Kentucky, April 2, 1878, and has been in the coal business for fifteen years. Mr. Meador was formerly connected with Pinner, Meador & James for ten years and Manager for Overton & Bush for four years.

JOHN W. MEADOR, Secretary Meador Coal Co., Nashville, Tennessee, was born in 1898, and is a brother of Charles C. Meador.

JOHN DALLAS SHARPE, President and General Manager John D. Sharpe & Co., Nashville, Tennessee, was born in Nashville December 4, 1867, and has been in the coal business for thirty-one years. He was formerly connected with Sharpe & Phillips, John D. & Ed. F. Sharpe and D. F. Sharpe & Son.

GEORGE N. WELCH of Nashville, Tennessee, Vice President Bills Branch Coal Co., Monterey, Tennessee, was born in Monterey January 26, 1879, and has been in the coal business one year. J. W. Welch is President of the company.

DR. JOHN P. WILLIAMS, JR., Vice President and Treasurer Overton-Williams Coal Co., retailers, and Manager Tennessee-Kentucky Fuel Co., wholesalers, both of Nashville, Tennessee, was born in Nashville February 20, 1879, and has been in the coal business ten years. He was Treasurer of Overton & Bush until their charter was amended and name changed to present style. Previous to his entry in the coal business Dr. Williams practiced medicine seven years.

WILLIAM BYRD YOUNG, General Manager Clifty Consolidated Coal Co., Nashville, Tennessee, was born in Cottage Grove, Tennessee, November 13, 1865, and has been in the coal business fourteen years. Mr. Young was formerly connected with the Clifty Coal & Coke Co.

TENNESSEE

J. HUBERT BAIRD, Manager Bondurant Coal Yards at Bristol, Tennessee, has been in the coal business ten years and is also interested in the United Collieries, Inc., of St. Charles, Virginia.

WILLIAM ERNEST BEACH, sole owner and Manager of W. E. Beach & Co. of Clarksville, Tennessee, was born in Virginia, October 8, 1861, and has been in the coal business about eight years.

W. O. BRANDON, Manager Dyersburg Ice & Coal Co., Inc., Dyersburg, Tennessee, was born in Columbia, Tennessee, and has been in the ice and coal business twenty-four years.

C. B. BROSFIELD, retail coal merchant of Dresden, Tennessee, was born in Dresden, December 18, 1877, and has been in the coal business eight years.

LOUIS E. BRYANT, President Virginia Mining Co., Roberta, Tennessee, was born in Louisville, Kentucky, April 16, 1868, and has been in the coal business thirty years. Mr. Bryant is interested in the Bry Mac Coal Co., Helenwood Coal Co., and Alpine Collieries Co. He was formerly connected with the Proctor Coal Co., East Tennessee Coal & Iron Co., Birmingham Coal & Iron Co., and Mining Engineer for the State of Tennessee, having been in business for himself since 1902.

L. S. BUMGARDNER, Mine Foreman and Superintendent of the Clifty Consolidated Coal Co., Clifty, Tennessee, was born in March, 1866, in South Bend, Indiana, and has been in the coal business twenty-eight years. He was previously connected with the Tennessee Coal, Iron & Railroad Co. of Whitwell, Tennessee, and the Pratt Consolidated Coal Co. of Birmingham.

R. A. BURGESS, who handles coal at retail at Dellrose, Tennessee, was born July 19, 1867, at Diana, Tennessee, and has been in the coal business two years.

ANDREW MADISAN BURNS, retail coal merchant of Jackson, Tennessee, was born July 29, 1874, at Parksville, Tennessee, and has been in the coal business about three years.

GEORGE CAIN, Engineer and Superintendent Battle Creek Coal & Coke Co., Orme, Tennessee, was born at Whitwell, Tennessee, March 17, 1889, and has been in the coal business for eleven years. Mr. Cain is a stockholder in the Sewanee Fuel & Iron Co. and was formerly connected with the Alabama Consolidated Coal & Iron Co., Tennessee Coal, Iron & Railroad Co., Fentress Coal & Coke Co., Harriman Coal Co., Conger Coal Co., and Sewanee Fuel & Iron Co.

LAWRENCE OTIS CALDWELL, Manager Caldwell Coal Co., Bristol, Tennessee-Virginia, was born October 16, 1887, in Bristol and has been in the coal business eight years.

SIMEON BUSH CHRISTY, Manager Coal Department Christy & Higgins Co., Murfreesboro, Tennessee, was born in Murfreesboro, December 4, 1869, and has been in the coal business fifteen years. This firm also manufactures ice and

JACK CROUCH, JR., Secretary and Manager Tullahoma Ice & Coal Co., Tullahoma, Tennessee, was born at Clarksville, Tennessee, March 11, 1883, and has been in the coal business for five years.

CHARLES CURRIER, retail coal merchant of Paris, Tennessee, is a native of Paris, born November 6, 1888, and has been in business for himself for six years.

FRED DAHNKE, Manager Union City Ice & Coal Co., Union City, Tennessee, was born at Nashville, April 21, 1874, and has been in the coal business for twelve years.

GEORGE DAHNKE, President and General Manager Union City Ice & Coal Co., Union City, Tennessee, is also President and Manager of the Dahnke Walker Milling Co., one of the largest milling concerns in the South, located at Union City.

WILLIAM J. DALE, JR., Manager of Dale Bros., retailers of coal at Columbia, Tennessee, was born August 16, 1881, in Columbia, and has been in the coal business ten years.

HYWEL BROOKS DAVIES, Vice President and General Manager Brier Hill Collieries, Monterey, Tennessee, was born in Jellico, Kentucky, June 29, 1890, and has been in the coal business for seven years. Mr. Davies was formerly connected with the Main Jellico Mountain Co. and Bengal Coal Co. and is Secretary of the Cumberland Plateau Coal Association.

P. E. DERMID, General Manager of the Dermid Coal Co. of Bristol, Tennessee, was born September 4, 1864, at Hendersonville, North Carolina, and has been in the coal business eight years. He has been President of the Retail Coal Dealers' Association.

ARTHUR WILEY EVANS, General Superintendent and Mining Engineer Big Brushy Fuel Co. and Fodder Stack Coal Co., Petros, Tennessee, was born at Rockwood, Tennessee, July 2, 1871, and has been in the coal business for twenty-four years. Mr. Evans was appointed Mining Engineer of the State of Tennessee Coal Mine in 1895, and designed and developed the mine. He followed a general engineering practice in the Tennessee coal fields for two years and then left there for Alabama, where he followed up a new development for seven years and was appointed District Mine Inspector for two years. He then went to Hazard, Kentucky, designing a mining plant for the East Tennessee Coal Co., where he was appointed Chief Engineer of the Oneida & Western Railroad and was again appointed Superintendent of the State Mine, from which he resigned six months ago to accept his present position.

THOS. H. FAUCHER, retail coal merchant of Sparta, Tennessee, was born in Sparta November 26, 1865, and has been in business for himself for ten years.

A. A. FISHER, Secretary Sun Coal Co., Caryville, Tennessee, was born November 25, 1881, in St. Paul, Minnesota, and has been in the coal business nine years. He was previously connected with the Caryville Coal Co.

C. M. GOOCH, President and General Manager C. M. Gooch Mining Co., Nashville, Tennessee, was born in Smyrna, Tennessee, January 27, 1881, and has been in the coal business ten years. He is also operating the Overton Coal & Coke Co.'s properties in Overton and Fentress counties, Tennessee. These properties are in the center of the coal field, and join each other at the county line.

JOSEPH FLACK HAMMERLY, proprietor of the Hammerly Coal Co., Jackson, Tennessee, was born in Jackson and has been in the coal business ten years.

EDWARD LEE HAMPTON, President Tennessee Consolidated Coal Co., Tracy City, Tennessee, was born at Cowan, Tennessee, in 1863, and has been in the coal business for seventeen years. Mr. Hampton was formerly Superintendent Tracy City Branch of the Nashville, Chattanooga & St. Louis Railway and is Vice President of the Middle Tennessee Coal Operators Association.

W. O. HARRELL, owner of the Harrell Feed & Coal Co., Dyersburg, Tennessee, was born in 1874 in Fayette County, Tennessee, and has been in the coal business eight years.

J. C. HIGDON, General Manager New Etna Coal Co., Whiteside, Tennessee, was born at Cole City, Georgia, February 8, 1874, and has been in the coal business for twenty years.

CHAS. CHADWELL HOWARD, Assistant Manager of the Howard Coal Co. of Jackson, Tennessee, was born in Jackson September 23, 1888, and has been in the coal business six years.

CHAS. HUGHES, Secretary and Treasurer of the Eureka Coal Co. of Jellico, Tennessee, was born July 23, 1877, in Estill County, Kentucky, and has been in the coal business seventeen years. Mr. Hughes is also interested in the Burk Hollow Coal Co. He was previously connected with the Jellico Coal Co., the Blue Gem Coal Co., and Red Moon Coal Co.

THOMAS SOLON HUGHES, retail coal merchant of Clifton, Tennessee, was born August 30, 1862, in Clifton, and has been in the coal business twenty years.

WILLIAM C. HUTCHESON, General Manager Bessemer Coal, Iron & Land Co., and Wind Rock Coal & Coke Co., Wind Rock, Tennessee, was born at Dayton, Tennessee, November 2, 1882, and has been in the coal business for sixteen years. Mr. Hutcheson was formerly connected with the Dayton Coal & Iron Co., Ltd., and Virginia Iron, Coal & Coke Co.

STEPHEN RICHARD JENNINGS, President of the Blue Grass Coal Corp., Johnson City, Tennessee, was born in Hillsville, Virginia, October 18, 1875, and has been in the coal business sixteen years. Mr. Jennings was formerly President of the Interstate Coal Co. and Vice President of the Carter Coal Co.

H. W. JOHNSON, Manager of the Johnson City Coal, Ice & Cream Co. of Johnson City, Tennessee, was born in 1872 at Lancaster, Pennsylvania, and has been in the coal business four years.

ASHTON CASH LACKEY, General Manager Dixie Fuel Co., Nashville, Tennessee, was born in Canton, Triggs County, Kentucky, May 7, 1878, and has been in the coal business eight years. Mr. Lackey was formerly connected with the Empire Coal & Coke Co. and Green River Coal & Coke Co.

ROBERT HAYDEN LEE, retail coal merchant of Nashville, Tennessee, was born in Tennessee in 1855, and has been in the coal business for forty years. Mr. Lee is Vice President of the Nashville Retail Coal Dealers Association.

WILLIAM GARFIELD LUSK, President and General Manager Lusk Coal Mining Co., Atpontley, Tennessee, was born in Victoria, Tennessee, and has been in the coal business twenty years.

C. E. McFADDEN of the retail coal firm of McFadden & Shelton of Covington, Tennessee, was born in Tipton County, Tennessee, April 18, 1866, and has been in the coal business twenty-five years.

WALTER JOHNSON McKINLEY, President and General Manager Southern Jellico Coal Co., Jellico, Tennessee, was born in Kentontown, Kentucky, April 7, 1881, and has been in the coal business fourteen years. Mr. McKinley was previously connected with the Cooke Jellico Coal Co., Yellow Creek Coal Co., and the Seabrook Coal Co.

HUGH B. MILLER, Manager of the Knoxville Coal Co., Knoxville, Tennessee, was born in Knoxville December 23, 1885, and has been in the coal business four years.

C. F. MILLICAN, President and Manager Knox Mining Co., Rockwood, Tennessee, was born in Rockwood in 1873 and has been in the coal business three years.

GEO. R. MULLINS, sole proprietor of a retail coal business at Greenfield, Tennessee, was born at Rutherford, Tennessee, October 14, 1870, and has been in the coal business five years.

JAMES M. PHIPPS, General Manager of the Goodlettsville Coal Co., Goodlettsville, Tennessee, was born in Goodlettsville November 24, 1869, and has been in the coal business about twenty years.

HENRY LEROY POPE, retail coal merchant of Jackson, Tennessee, was born July 28, 1885, in Jackson and has been in the coal business eight years.

ROBERT F. POPE, Owner of the Davidson Coal Co., Davidson, Tennessee, was born in Rockwood, Tennessee, August 8, 1884, and has been eighteen years in the coal business. He was formerly with the Brier Hill Collieries.

JAMES THORNTON PORTER, General Manager Peoples Coal & Ice Co., Paris, Tennessee, was born in Paris, December 6, 1878, and has been in the coal business for eighteen years. Mr. Porter was formerly connected with Lampley & Porter and Porter & Travis.

C. W. PURCELL, Manager Martin Iron & Coal Co., Martin, Tennessee, was born in Kentucky, November 11, 1866, and has been in the coal business for ten years.

WILLIAM THOMAS RICHARDS, Mine Superintendent Chicago-Tennessee Coal & Coke Co., Waldensia, Tennessee, was born at Rockwood, Tennessee, August 15, 1878, and has been in the coal business for ten years. Mr. Richards was formerly connected with the Knox Mining Co. and Roane Iron Co. of Rockwood, Tennessee.

H. B. SHELTON, member of McFadden & Shelton, retailers of coal at Covington, Tennessee, was born September 10, 1870, in Tipton County, Tennessee, and has been in the coal business twenty-five years.

E. M. SOWELL, General Manager Sowell Smith Lumber Co., Mt. Pleasant, Tennessee, was born at Maury City, Tennessee, in 1877, and has been in the coal business since 1907.

R. M. STACY, retail coal merchant at Pulaski, Tennessee, was born in Pulaski August 24, 1861, and has been in the coal business about twenty-two years.

HENRY JACKSON SWINDLER, Manager Newbern Coal Co., Newbern, Tennessee, was born in Livermore, Kentucky, April 3, 1856, and has been in the coal business twenty-three years. Mr. Swindler was formerly connected with Swindler & Pope.

G. M. THOROGOOD, President Flat Branch Coal Co. and Secretary-Treasurer Tennessee Consolidated Coal Co. of Tracy City, Tennessee, was born at Cowan, Tennessee, July 2, 1879, and has been in the coal business for fifteen years. Mr. Thorogood is also interested in the Tracy City Coal Co. and Nunley Ridge Coal Co., with which latter company he was formerly connected.

MISS ANNIE WALKER, Manager of the retail coal firm of John A. Walker & Co., Columbia, Tennessee, was born in Clinton, Alabama, and has been in the coal business eighteen years. This business was established in 1882 by John A. Walker, and since his death has been continued under the firm name by his daughters.

WILLIAM HERSCHEL WALKER, retail coal merchant of Dickson, Tennessee, was born in Lewisburg, Tennessee, November 11, 1867, and has been in the coal business about six years.

S. H. WILHOITE, Secretary and Treasurer Goodlettsville Coal Co., Goodlettsville, Tennessee, was born February 24, 1867, in Davidson County, Tennessee, and has been in the coal business three years.

TEXAS

ALTHOUGH Texas contains one fairly extensive bed of bituminous coal and several scattered fields of both bituminous coal and lignite, geographic or transportation proximity to other earlier exploited fields on the one hand and the competition with fuel oil on the other have served to retard the development of the coal resources of the state upon a large scale and production during recent years has suffered a progressive decline. While the total actual fuel consumption within the state compares favorably with that of other parts of the South, where manufacturing enterprises that are heavy coal consumers are not highly developed, the vast territory covered by the Lone Star state pulls down the per capita and square mile consumption averages to low figures.

The largest bituminous fields of Texas lie in the north central part of the state in what is known as the Southwestern field, which covers portions of Arkansas, Oklahoma and northern Texas. The Texas division of this field is about 250 miles long and 45 miles wide and has an area of approximately 11,000 square miles. The known coal-bearing area is, however, much more limited and finds its principal commercial development in Wise, Palo, Pinto, Erath and McCullough counties. A small bituminous area is also worked in Maverick county, in the southern part of the state, near Eagle Pass, while in Webb county, near Laredo, the lignite beds, which extend from the eastern boundary at the Sabine river in a southwesterly direction to the Rio Grande, change into bituminous. The bituminous fields as a whole are estimated to cover 13,500 square miles, of which 8,200 are classed as known to contain workable coal. While the lignite area is charted as covering the greater part of the eastern and southern portions of the state, actual mining operations are carried on in scattered areas. The known lignite areas cover 2,000 square miles, while there are 53,000 square miles that may contain workable beds. The principal centers of lignite production are in Medina, Milam and Wood counties, although operations have also been carried on in Anderson, Bastrop, Fayette, Hopkins, Houston, Leon, Raines, Robertson, Shelby and Van Zandt counties.

While Texas is first mentioned as a coal producer in the government reports of 1884, the tonnage credited to it for that year would indicate that development had been begun in a small way, some at a somewhat earlier date. Detailed production statistics since 1884 are shown in the following table:

Year.	Ton.	Year.	Ton.
1884	125,000	1901	1,107,953
1885	100,000	1902	901,912
1886	100,000	1903	926,759
1887	75,000	1904	1,195,944
1888	90,000	1905	1,200,684
1889	128,216	1906	1,312,873
1890	184,440	1907	1,648,069
1891	172,100	1908	1,895,377
1892	245,690	1909	1,824,440
1893	302,206	1910	1,892,176
1894	420,848	1911	1,974,593
1895	484,959	1912	2,188,612
1896	544,015	1913	2,429,144
1897	639,341	1914	2,323,773
1898	686,734	1915	2,088,908
1899	883,832	1916	1,987,503
1900	968,373		

Local and railroad fuel purchases accounted for approximately 92 per cent. of the 1915 production of the state. The mines themselves consumed 59,356 tons, local trade took 13,266 tons, and intrastate shipments amounted to 800,834 tons, while the railroads used 1,037,249 tons. Approximately 100,000 tons was shipped to tidewater, presumably nearly all for bunker fuel, and 78,203 tons were exported all-rail to Mexico.

The per capita consumption for the state for 1915 was .48 ton and a square mile consumption of 8 tons. This low record is in a large measure due to the vast area included within the state, with its corresponding lack of density in population. During the year mentioned the consumption, using tonnage figures in place of averages, was 2,133,822 tons, exclusive of approximately 22,000 tons of Pennsylvania anthracite. Of this amount 873,456 tons, or more than 40 per cent., came from the Texas mines. Oklahoma, with shipments of 381,131 tons, ranked second as a source of Texas supply; New Mexico came third with 313,589 tons, and Colorado fourth with 273,337 tons. The Colorado figures also include some tonnage exported into Mexico through Texas. The other states furnishing part of the Texas fuel requirements and the tonnages shipped were as follows: Alabama, 39,987 tons; Arkansas, 78,418; Georgia, 156; Illinois, 20,648; Kentucky, 40,112; Pennsylvania, 239; Tennessee, 56,168; Virginia, 54,300, and West Virginia, 2,281.

TEXAS

HUBERT W. ADAMS, Dallas, Texas, President Southern Fuel Co., Dallas, was born in Vermont in 1870, and has been in the coal business twenty-eight years. He was formerly connected with the Kansas & Texas Coal Co., the Texas Coal Co., and the Brewer Coal & Mining Co.

JAMES A. BEAL, Manager Farmers' Union Warehouse Co., Shamrock, Texas, was born in Springfield, Missouri, March 12, 1860, and has been in the coal business eight years.

MACK M. BONNER, Manager of Allen & Bonner, retailers in business at Plainview, Texas, was born at Weatherford, Texas, June 10, 1883, and has been in the coal business for ten years. Mr. Bonner was formerly connected with Crowdus Bros. & Hume Co.

WILLIAM COLLEY BRIGGS, Manager F. L. Briggs & Son, doing a coal business at Paducah, Texas, was born at Mexia, Texas, December 28, 1891, and has been in the coal business for eight years. Mr. Briggs is a Director of the Retail Coal Dealers' Association of Texas.

GEORGE L. CALDWELL, doing a retail business at Corpus Christi, Texas, was born in Tennessee in 1858, and has been in business for himself for fifteen years.

R. W. CARR, President of the Carr Coal Co., at San Antonio, Texas, was born at Chippewa Falls, Wisconsin, May 16, 1873, and has been in the coal business for twenty-two years. Mr. Carr is also President of the Rockdale Consolidated Coal Co. He has been Secretary of the Retail Coal Dealers' Association of Texas.

EARL COBB, President of the Southwestern Coal Co., wholesalers at Amarillo and Dallas, Texas, McAlester, Oklahoma, and Wichita, Kansas, was born in Pine Bluff, Arkansas, February 27, 1877, and has been in the coal business ten years, the entire time with this company. Mr. Cobb is also President of the Sunshine Smokeless Coal Co. of Hackett, Arkansas, a newly incorporated company, and Vice President of the Security Coal Co. of Huntington, Arkansas. He is regarded as one of the most progressive coal salesmen in the Southwest.

IRVING D. COLE, Division Sales Agent of the Colorado Fuel & Iron Co. at Amarillo, Texas, was born at Spring Valley, New York, April 18, 1871, and has been in the coal business for fifteen years. Mr. Cole is popular with the trade and has many friends among the retailers.

EDWIN T. COLEMAN, retailer in coal and grain at Plainview, Texas, was born at Arkadelphia, Arkansas, December 23, 1879, and has been in the coal business for eighteen years. Mr. Coleman was formerly connected with the Timpson Coal & Coke Co., and was Secretary-Treasurer of the Texas Retail Coal Dealers' Association for three years, when he retired last year.

CHARLES G. DENISON, Owner and Manager of the Bastrop Lignite Co., wholesalers of coal at San Antonio, Texas, was born at Belton, Texas, August 6, 1880, and has been in the coal business for six years. Mr. Denison, before forming his present company, was connected with the Bastrop Coal Co.

GEORGE WILLIAM DERBY, General Manager of the Santo Tomas Coal Co., miners of coal, with offices at Laredo, Texas, was born at Oswego, New York, in 1874 and has been in the coal business for a quarter of a century. Mr. Derby was formerly connected with the Rio Grande Coal Co.

W. P. DIAL, retail coal merchant at Memphis, Texas, was born at Woodstock, Georgia, February 17, 1864, and has been in the coal business for twelve years. Mr. Dial has other coal interests at Estelline, Texas.

O. D. DILLINGHAM, retailer, engaged in business at Winters, Texas, was born at Columbia, Kentucky, February 28, 1885, and has been in the coal business for five years.

WILLIAM WYATT EVANS, owner of the Evans Sales Co., El Paso, Texas, was born in Marion, Alabama, September 21, 1870, and has been in the coal business twenty-five years. Mr. Evans was connected with Nelson Morris & Co., Morris & Co., Rothschild & Co., and Darbyshire & Evans, before forming the above company.

DEAN M. FAULKNER, Southern Sales Agent for the McAlester Fuel Co. at Dallas, Texas, with offices in the Wilson Building, was born at St. Louis, Missouri, September 9, 1882, and has been in the coal business since 1904, the entire time with this well known company.

R. M. HESTER, Manager of the Abernathy Coal & Grain Co., doing a retail business at Abernathy, Texas, was born at Easley, South Carolina, in April, 1880, and has been in the coal business for twenty years. Mr. Hester was formerly connected with the Tandy Coal & Grain Co.

R. E. HINES, President of the Hines Lumber & Coal Co., El Paso, Texas, was born in Holly Springs, Mississippi, November 8, 1888, and has been in the coal business six years.

JOHN F. HUNTER, Manager of the Dallas territory of the Southwestern Coal Co., with offices at Dallas, Texas, was born at Emlenton, Pennsylvania, July 26, 1886, and has been in the coal business for four years, having been with this company at its Dallas office since it was opened.

JUSTIN F. JAKOWICZ, Manager Consumers' Ice & Coal Co., Port Arthur, Texas, was born in Poland, Russia, January 7, 1873, and has been in the coal business six years. He was connected with a similar firm at Beaumont, Texas, before going into business at Port Arthur.

WILLIAM H. JOHN, Secretary and Treasurer Bridgeport Coal Co., Bridgeport, Texas, was born in Mt. Carmel, Pennsylvania, December 28, 1868, and has been in the coal business since his boyhood. Mr. John was formerly connected with the Swansea Coal Co. and Tom's Creek Coal & Coke Co. in Wise County, Virginia.

JAS. F. JOHNSTON, proprietor of the Johnston Fuel Co., retailers engaged in business at San Angelo, Texas, was born at Dallas, Texas, December 15, 1871, and has been in the coal business for eight years. Mr. Johnston was previously connected with Johnston & Moore.

WILLIAM C. KENYON, Owner and Manager of the Kenyon Grain & Coal Co. at Amarillo, Texas, was born in Kane County, Illinois, January 3, 1865, and has been in the coal business almost twenty-five years. Mr. Kenyon was previously connected with the Maddrey Kenyon Grain & Coal Co., Amarillo Grain & Coal Co. and Lemons Grain & Coal Co. and has been a member of the Executive Committee of the Texas Retail Coal Dealers' Association for six years.

CHARLES JACOB KLEINER, General Manager of Kleiner Bros. Coal Co. at Cisco, Texas, was born in Cisco February 24, 1894, and has been in the coal trade for one year.

JOHN HARTMAN KLEINER, Assistant Manager of the Kleiner Bros. Coal Co. at Cisco, Texas, was born in Cisco January 29, 1896, and has been in the coal business for two years.

ORA DAVIS LEISBURG, retailer doing business at Clarendon, Texas, was born at Pink Hill, North Carolina, in 1880, and has been in the coal business for fifteen years.

CHARLES H. LILLEY, retail coal merchant at Fort Worth, Texas, was born in Willoughby, Ohio, November 12, 1856, and has been in the coal business thirty years. Mr. Lilley was formerly connected with Lilley & Bibb. He is President of the Retail Coal Dealers' Association of Texas.

JAMES A. LINCOLN, Owner and Manager of the James A. Lincoln Coal Co., doing a wholesale business at Dallas, Texas, was born at Somerville, Ohio, May 5, 1871, and has been in the coal business for eight years. Mr. Lincoln was formerly connected with the Bolen-Darnall Coal Co. of Kansas City, Missouri.

C. J. LYNN, Manager of C. J. Lynn & Son, retailers at Ballinger, Texas, was born in 1870, and has been in the coal business for thirteen years.

T. J. H. McLEOD, retail coal merchant at Hillsboro, Texas, was born in Mississippi September 26, 1875, and has been in the coal business for fourteen years. Mr. McLeod is Vice President of the Retail Coal Dealers' Association of Texas.

JOHN H. McLERRAN, retail coal merchant at Cameron, Texas, was born in Clay County, Tennessee, January 12, 1859, and has been in the coal business for himself for twenty-six years.

H. C. PEARSON, Manager of Pearson & Pieratt, retailers of coal at Lorenzo, Texas, was born at Baileyville, Texas, January 13, 1876, and has been in the coal business for six years.

J. SIDNEY PULLIAM, President of the Pulliam-Trewitt Coal Co., retail coal merchants at Dallas, Texas, was born at Houston, Mississippi, July 27, 1878, and has been in the coal business for fifteen years. Mr. Pulliam was the founder of the Pulliam Fuel Co. He is Vice President of the Retail Coal Dealers Association of Texas.

GERRIE PRICE PUTNAM, President and Manager of the West Texas Fuel Co., El Paso, Texas, has been in the coal business fifteen years.

LEWIS THOMAS RANDEL, retailer engaged in business at Chillicothe, Texas, was born in Perry County, Tennessee, December 23, 1865, and has been in the coal business for himself for eight years.

W. C. SILLIMAN, President and General Manager Calvin Coal Co., San Antonio, Texas, was born at Clinton, Alabama, December 10, 1865, and has been in the coal business for twenty years. Mr. Silliman organized the first Texas State Mining Board and served upon it for two years.

DAVID HENRY THOMPSON, President of the D. H. Thompson Lumber Co., dealers in coal at retail at Waxahachie, Texas, was born February 3, 1863, and has been in the coal business almost thirty years.

UTAH

FROM the point of view of commercial mining Utah makes a strong appeal to the practical operator because of the number of thick veins, ranging up to 20 feet, found in its coal measures. Although its early development was somewhat retarded because of lack of extensive transportation facilities this handicap has been lessened, while the growth of the metal industry in the West gives it an attractive market close to home. Larger general markets opened up to it during the winter of 1917-1918 because of the country-wide difficulties in transportation and the rising demands of the East.

The coal fields of the state are known to contain workable beds covering an area of over 13,000 square miles and there are 2,000 square miles which may also contain workable beds. The largest and commercially most important field of the states lies in the Uinta basin, which parallels the southern side of the Uinta Mountains and extends to the southeast as far as Crested Butte, Colo. The coal bearing rocks are exposed in the Book Cliffs along the southern rim of the basin and are easily accessible, but those in the center of the basin are under such heavy cover that it is doubtful if they can ever be worked. The Book Cliffs field and its southern extension, the Wasatch plateau, produce over 90 per cent. of the output of the state, with the center of activity in Carbon county. The coal-bearing rocks of this field, outcropping in western Colorado and eastern Utah, contain several beds varying in thickness from three to 20 feet. The most important Utah mines are at Sunnyside, Castlegate, Winterquarters and Clear Creek. Next in importance to the Book Cliffs field comes the Weber River field in the northern part of the state. Two beds, ranging from seven to 14 feet in thickness, have been worked in this field at Coalville, Summit county. Another important field is in the southern part of the state in Iron, Washington, Kane and Garfield counties. The coal here varies from less than one to more than ten feet in thickness. Some semi-anthracite and a fair grade of cannel have been found in this part of the state.

The first record of Utah production was for the year 1870 when 5,800 tons were reported. There is a hiatus in figures until 1876, when production reached 50,400 tons. Output increased for the next three years, fell to 50,000 in 1879 and dropped to 14,748 tons in 1880. The next year it jumped to 52,000 tons, reached 100,000 tons in 1882 and doubled in 1883. Output between that year and 1900, when the 1,000,000-ton mark was passed, showed pronounced fluctuations, particularly in the early part of the period. The yearly output since 1900 is shown in the following table:

Year.	Ton.	Year.	Ton.
1900	1,147,027	1909	2,266,899
1901	1,322,614	1910	2,517,809
1902	1,574,521	1911	2,513,175
1903	1,681,409	1912	3,016,149
1904	1,493,027	1913	3,254,828
1905	1,332,372	1914	3,103,036
1906	1,772,551	1915	3,108,715
1907	1,947,607	1916	3,567,428
1908	1,846,792		

Until the development of the conditions referred to in the opening paragraph Utah looked to the home market for the distribution of the major portion of its output. For example, in 1915 out of a total production of 3,108,715 tons 1,903,749 tons never left the state. Of this internal consumption 104,304 tons were used at the mines, 47,224 tons were sold locally, 1,097,834 tons were shipped to intrastate points and 654,387 tons were made into coke. Part of the latter, of course, ultimately reached points outside of the state. The railroads used 565,489 tons, leaving 639,447 tons for shipment to interstate points for general industrial and domestic use. Of the tonnage last mentioned Idaho took 227,417 tons; Nevada, 169,928; California, 161,987; Washington, 32,039; Oregon, 30,755; Montana, 17,301, and Wyoming, 50 tons.

Upon a per capita consumption basis Utah's bituminous consumption of 2.79 tons was .75 ton above the average for the country as a whole and only .03 ton less than the combined anthracite and bituminous average. Its square mile consumption, however, was only 23 tons, or 100 tons less than the national average. According to government figures for the year under review, 1915, no Pennsylvania anthracite was used in Utah. The total bituminous consumption, exclusive of a small quantity of Colorado coal included in the Nevada consumption figures, was 1,978,702 tons. Of this, as before stated, 1,903,749 tons, or slightly in excess of 96 per cent., was Utah coal. Wyoming contributed 74,788 tons and West Virginia shipped 165 tons.

UTAH

WILLIAM A. BAIR, retail coal merchant in business at Richmond, Utah, was born in Richmond July 24, 1863, and has been in the coal business for fifteen years.

CHARLES W. BROWN, General Sales Agent of the Central Coal & Coke Co., Salt Lake City, Utah, was born in Akron, Ohio, October 15, 1881. He has been in the service of this company since the early part of 1915 as Northwestern representative, with headquarters at Spokane, Washington.

JOHN S. CRITCHLOW, General Sales Manager United States Fuel Co., with several branches and main office at Salt Lake City, Utah, was born in St. Louis, Missouri, in 1870, and has been in the coal business twenty-three years.

JOY W. DUNYON, proprietor of the J. W. Dunyon Coal Co., doing a retail business at Salt Lake City, Utah, was born at Salt Lake City November 25, 1865, and has been in business for himself for fourteen years.

THOMAS J. DYE was General Sales Agent of the Central Coal & Coke Co., Salt Lake City, Utah, until March 31, 1918, when called into the military service of his country. He was born in Rexbury, Idaho, November 17, 1890, and has been in the coal business eight years. Mr. Dye was formerly connected with the Utah Fuel Co. of Castle Gate, Utah.

JOHN FARR, proprietor of the John Farr Coal Co., Ogden, Utah, was born at Ogden, January 4, 1863, and has been in the coal business for almost twenty-five years. Mr. Farr was formerly connected with the Manmath Coal Co. He has been President of the Utah Retail Coal Merchants Association. He succeeded his father in business, a pioneer retail coal man of 1847, prominent in Ogden City as Mayor for twenty-two years.

HENRY FRANS FERNSTROM, Manager of the Bamberger Coal Co., retailers in business at Salt Lake City, Utah, was born at Salt Lake City, August 22, 1877, and has been in the coal business for twelve years. Mr. Frenstrom is a member of the Advisory Committee of National Fuel Administrator Garfield.

S. N. LEE, partner in the Lee Coal Co., doing a retail coal business at Brigham City, Utah, was born in Denmark March 31, 1852, and has been in the coal business twenty years.

WILLIAM D. LEWIS, Manager of the Utah Coal & Supply Co., doing a retail business at Provo, Utah, was born in Provo, Utah, is a native of Provo, born July 9, 1888, and has been in the coal business for three years.

EDWARD H. O'BRIEN, President Citizens Coal Co., Salt Lake City, Utah, is a native of Pennsylvania, born in 1874, and has been in the coal business for a quarter of a century. Mr. O'Brien was formerly connected with the Diamond Coal & Coke Co. of Wyoming and the coal department of the Anaconda Copper Mining Co. of Montana and knows every branch of the coal industry thoroughly, including mining, wholesaling and retailing of coal.

DELBERT HILL PAPE, General Manager of the Lion Coal Co. and Wyoming Coal Co., miners with offices at Ogden, Utah, was born at Park City, Utah, January 11, 1884, and has been in the coal business for eight years. Mr. Pape was previously connected with the Central Coal & Coke Co. and is well known in the western coal trade because of his interest in mining conditions.

LEON FELIX RAINS, with offices in the Newhouse Building, Salt Lake City, Utah, was born in Nashville, Tennessee, February 1, 1877, and has been in the coal business for fifteen years. Mr. Rains is President of the Carbon Fuel Co., Wasatch Coal Co., Rains Mercantile Co. and Blazon Coal Co., General Manager of the Wattis Coal Co. and Wattis Mercantile Co., partner Rains-Wattis Agency Co., and Sales Agent Wyopa-Kemmerer Coal Co. He was formerly connected with the Pennsylvania Coal & Coke Co., Sunday Creek Coal Co., St. Paul & Western Coal Co., and City Fuel Co. of Chicago.

ALEX. H. ROLLO, Secretary of the Parowan Mining & Coke Co. at Parowan, Utah, was born in Scotland September 17, 1867, and has been in the coal business for four years. Mr. Rollo, before coming with this company, was associated with Wood-Taylor Co. of Cedar City, Utah.

HEBER S. RUPPER, Manager of the Knight Coal Co., retail coal yard of the Spring Canyon Coal Co., wholesalers at Provo, Utah, is a native of Provo, born July 9, 1888, and has been in the coal business for three years.

FREDERICK A. SWEET, President of the Standard Coal Co., producers with offices at Salt Lake City, Utah, was born at Hinckley, Illinois, February 2, 1873, and has been in the coal business for ten years. Mr. Sweet was formerly connected with the Independent Coal & Coke Co. and Consolidation Fuel Co. and is also interested at present in the Standard Fuel Co., a retail company at Salt Lake City.

VIRGINIA

VIRGINIA, the first of the original Thirteen Colonies, also enjoys the honor of being the first state in the Union to enter the ranks of the country's bituminous coal producers. Although in recent years it has been overshadowed in tonnage by a number of its juniors, most notably by its sister commonwealths of West Virginia and of Pennsylvania, it still holds a place well towards the front, its production in 1916 being ninth in point of tonnage. Much of the coal mined has a high reputation, some of it being classed with semi-anthracite and semi-bituminous. In addition it is the gateway through which the tidewater traffic of West Virginia must pass. While eighteenth in point of total consumption within the state in 1915, it was fifth among the southern commonwealths.

The earliest developments of the coal resources of the state were in what is generally known as the Richmond basin. This basin, which is included within the counties of Chesterfield, Coochland, Henrico and Powhatan, lies in the southeastern part of Virginia about thirteen miles above tide on the James River. The coal bearing formations are of the Triassic age. The occurrence of coal in this locality was known as far back as 1700; mining began the latter half of the eighteenth century and in 1789 shipments were made to some of the northern states. By 1882 production was estimated at 54,000 tons, this field being the only bituminous coal area then a factor in the coal history of the country. The district reached its hey-dey of production in 1833 when the output rose to 142,587 tons. With the rise of the Pocahontas field in the early '80s, the Richmond basin mines were placed at a substantial disadvantage and operations practically ceased. Rehabilitation and redevelopment of certain Henrico County properties were inaugurated in 1909.

The most important coal bearing area of Virginia is the southeastern extension of the well-known Pocahontas Flat Top field of West Virginia. Development upon a commercial scale began with the extension of the New River division of the Norfolk & Western Railway into Tazewell County in 1883. The first car shipped from this field to Norfolk was distributed among the poor. Tazewell County held undisputed sway until the completion of the Clinch Valley branch of the railway named in 1892. This branch of the Norfolk & Western, tapping the rich deposits of Wise County, in a few years made that county the leading coal producing field of the state. Starting with a production of 126,216 tons in 1893, against a Tazewell County output of 653,374, by 1897 Wise County production had outstripped that of Tazewell.

About eleven years ago (1907) development was begun in the "Pocket" coal district, lying, for the most part, in what is known as Black Mountain, which is a portion of the Cumberland Range. By 1910 a dozen separate beds of workable thickness had been located and extensive exploitation of the field, particularly in Lee County, was under way. This district of the southwestern part of the state was further aided by the construction of the Carolina, Clinchfield & Ohio Railway from Dante, Va., to Spartanburg, S. C. The opening up of this line made possible further exploitation of the coal fields in Dickenson, Russell and Buchanan counties. Although the coal fields of the southwestern part of the state are of comparatively limited extent, "the high quality of the coal," says the United States Geological Survey, "and the number and thickness of the beds give promise of a considerably increased production within the next few years." Much of the coal in this district is of high grade steam and coking quality.

In addition to the Richmond basin and the southwestern fields the state also contains two small basins of Pocono (basal Mississippian) age situate to the southeast of the main Allegheny coal field in the state. The northern basin lies in Frederick County; the southern, in Pulaski and Montgomery counties. It is from these basins that the Virginia semi-anthracite, containing between 84 and 86 per cent. fixed carbon, comes. Prior to 1904, the coal from these mines had only a local sale, but since that date, development—and especially of the Pulaski-Montgomery, or southern, basin—has spread the fame of this Virginia coal over a wide area.

As has been stated, the first production was sometime prior to 1789, but the records compiled by the Geological Survey do not go back further than 1822, when the state was credited with an output of 54,000 tons. Growth was steady until 1837, when the output had reached an estimated total of 160,000 tons. The next year the state's production had jumped to 300,000 tons and by 1840 had reached 424,894 tons. The output which, it will be recalled, also included the coal fields of what is

now West Virginia suffered a continuous decline until 1850, when the total was only 310,000 tons. Recovery started in 1852 and by 1855 production had risen to 380,782 tons. The output was subject to increases and decreases until 1860, when a production of 473,360 tons was reported. With the opening of the Civil War the output dropped to 445,165 tons, while the separation of the Old Dominion into two states in 1863 left what is now Virginia with an estimated production of only 40,000 tons. War days, the reconstruction period and the panic of '73 were all reflected in the fluctuating output of the following years. With the opening up of the Pocahontas Flat Top field, to which reference was made in an earlier paragraph, production received an impetus that pushed it over the 1,000,000 ton mark in 1888, only to fall back again in 1889. Production since that date is shown in the following tabulation:

Year.	Ton.	Year.	Ton.
1890	784,011	1904	3,410,914
1891	736,399	1905	4,275,271
1892	675,205	1906	4,254,879
1893	820,339	1907	4,710,895
1894	1,229,083	1908	4,259,042
1895	1,368,324	1909	4,752,217
1896	1,254,723	1910	6,507,997
1897	1,528,302	1911	6,864,667
1898	1,815,274	1912	7,846,638
1899	2,105,791	1913	8,828,068
1900	2,393,754	1914	7,959,535
1901	2,725,873	1915	8,122,596
1902	3,182,983	1916	9,707,474
1903	3,451,307		

The high quality of coal produced in this state in normal times permits Virginia to distribute her output over 40 per cent. of the states of the Union. In 1915, out of a production of 8,122,596 tons, about 25 per cent. was coked at the mines or used within the state, about 35 per cent. was shipped to various other parts of the country, approximately nine per cent. went to tidewater and the railroads absorbed in the neighborhood of 31 per cent. In detail, the distribution figures were as follows: Consumed within the state, 2,004,344 tons (viz., 135,799 tons used at the mines, 82,210 tons sold to local trade, 829,983 tons shipped to intrastate points and 956,352 tons coked); shipped to other states, 2,824,961 tons; shipped to tidewater, 766,575 tons; used by railroads, 2,526,716 tons.

Nearly 50 per cent. of the total tonnage shipped to interstate points went to the Carolinas, which used 1,366,943 tons. Georgia came next with 368,751 tons. Shipments to other states were as follows: Alabama, 67,961 tons; District of Columbia (and Maryland), 3,913; Florida, 40,230; Illinois, 120,300; Indiana, 152,291; Iowa, 1,500; Michigan, 29,205; Minnesota, 47,000; Missouri, 1,500; North Dakota, 15,391; Ohio, 169,432; South Dakota, 4,000; Tennessee, 373,244; Texas, 54,300 and Wisconsin, 9,000 tons.

As a consumer Virginia depended upon her own mines and those of West Virginia for her principal requirements. Out of a total bituminous consumption of 4,286,834 tons, Virginia, as appears above, contributed 2,004,344 tons to her own needs, while West Virginia furnished 2,228,268 tons. Pennsylvania was called upon for 51,064 tons; Maryland for 787; Kentucky for 2,064 and Alabama for 307 tons. Pennsylvania anthracite shipments were approximately 170,000 tons. The average consumption of coal per capita for the state was 1.41 tons; per square mile, 104 tons.

JOHN A. ESSER, Esserville, Virginia,

President J. A. Esser Coke Co., Esserville, Virginia, was born at Mauch Chunk, Pennsylvania, December 15, 1848, and has been connected with coal and coke companies continuously since July, 1864. Mr. Esser is well known in the trade and has been associated with the following companies: Lehigh Coal & Navigation Co., 1864-1881; H. C. Frick & Co., 1881-1896; General Manager Virginia Coal & Iron Co., 1896-1900; General Manager Colonial Coal & Coke Co., 1900-1910; General Manager Norton Coal Co., 1912-1913, at which time he bought his present plant, and since then has more than doubled the output. The plant has 102 coke ovens, turning out the best grade of foundry coke.

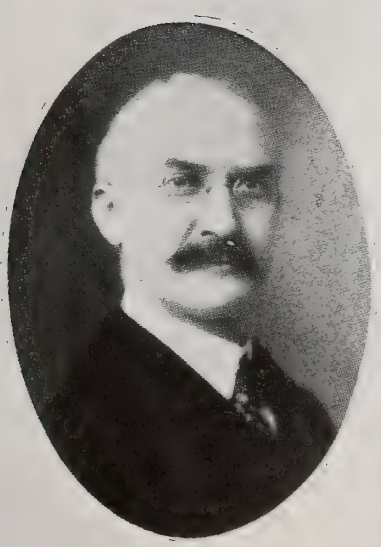
OSCAR W. GARDNER, Lynchburg, Virginia,
President of The Chesapeake & Virginian Coal Co., Inc., distributors, with offices at Lynchburg, Virginia, Cleveland and Cincinnati, Ohio, and Huntington, West Virginia, was born in Gallipolis, Ohio, June 4, 1882, and has been in the coal business sixteen years. Mr. Gardner was formerly associated with the Guggenheim interests and the New River Collieries Co. He has several other coal interests, and his company is known in the trade as one of the largest distributors of West Virginia coal.

CLINTON DE WITT, JR., Lynchburg, Virginia,
Secretary and Treasurer of The Chesapeake & Virginian Coal Co., Lynchburg, Virginia, large wholesalers, with many branches, was born at Lynchburg February 12, 1881, and has been interested in operating companies for the past twelve years. Mr. DeWitt is also a Director of the Turkey Gap Coal & Coke Co. and Secretary-Treasurer of the Ivy White Ash Coal Co.

BERT F. MILLS, Cleveland, Ohio,
Western Manager The Chesapeake & Virginian Coal Co. of Lynchburg, Virginia, at 556 Rockefeller Building, Cleveland, Ohio, was born in Gallipolis, Ohio, October 31, 1867, and has been in the coal business twenty-five years. Mr. Mills was previously connected with the Pittsburgh & Wheeling Coal Co., Pittsburgh & Ohio Mining Co., and Pittsburgh-Westmoreland Coal Co.

Toms Creek Operation of the Virginia Iron, Coal & Coke Co. at Toms Creek, Virginia.

WEBB J. WILLITS, Norton, Virginia,
President Norton Coal Co., Norton, Virginia, was born in Three Rivers, Michigan, March 8, 1882, and has been in the coal business for fifteen years, the entire time with the Norton Coal Co. Mr. Willits is also President of the Hawthorne Coal Co. and Gladeville Coal Co. of Norton, Virginia. He is a member of the Virginia Coal Operators Committee and on the Board of Directors of Kilgore Coal Corp. of Norton, Virginia, and Old Dominion Coal, Iron & Coke Co. of Roanoke, Virginia. This latter company is handling the major portion of coal and coke produced by their operations.



WILMER WILLIS HOUSTON, Norfolk, Virginia,
Co-partner of Paul L. Jones in the ownership of the Pan-Handle Coal Co., Norfolk, Virginia, formerly Norfolk Manager Houston Coal Co., and having charge of the company's export interests at Hampton Roads, was born in Collamer, Pennsylvania, February 10, 1869, and has been in the coal business since 1904. Mr. Houston has had experience in the production and selling of coal and was formerly General Superintendent at Mines for Thacker Coal & Coke Co., Thacker Fuel Co., and Lynn Coal & Coke Co., near Thacker, West Virginia. He opened the Norfolk office of the Houston Coal Co. in 1913, prior to which time he was located at the Chicago office.

WALKER C. COTTRELL, Richmond, Virginia,
Owner of Samuel H. Cottrell & Son, doing a large retail business at Richmond, is a native of Richmond, born in 1878, and a son of Samuel H. Cottrell. Mr. Cottrell has been in the coal business for twenty-two years and has acquired a number of other interests. He has held many offices in the Retail Coal Dealers' Association of Virginia and is also a member of the Executive Committee of the National Retail Coal Merchants' Association, President of the Richmond Rotary Club and Vice Chairman of the Board of Trustees, Richmond Public Schools. Mr. Cottrell is unusually popular in the trade and highly regarded in his city.

VIRGINIA

WILLIAM H. ASTON, President Bridgeport Coal Co. of Bridgeport, Texas, is a resident of Meadow View, Virginia, having been born in Meadow View May 11, 1865. Mr. Aston was formerly President of the Swansea Coal Co. of Coeburn, Virginia, and has been in the coal business twenty-five years.

J. M. BLESSING, retail coal merchant at Wytheville, Virginia, was born August 15, 1879, in Wythe County, Virginia, and has been in the coal business for two years.

G. W. BOND, Manager of the Bedford Coal Co., Bedford, Virginia, is a native of Bedford and has been in the coal business a year.

C. W. BONDURANT, President and General Manager United Collieries, Inc., St. Charles, Virginia, was born at Bristol, Virginia, in 1887 and has had fifteen years' mining experience.

CHARLES HENRY BOSCHEN, retail coal merchant doing business at Ashland, Virginia, was born at Richmond, Virginia, January 24, 1876, and has been in business for himself for five years.

IRVING L. BRAGG, Southern Sales Agent American Coal Co. of Allegheny County at Roanoke, Virginia, was born in Roanoke July 28, 1886, and has been in the coal business for ten years. Mr. Bragg was formerly connected with Hatton, Brown & Co.

THOMAS V. BRENNAN, Southern Sales Manager Whitney & Kemmerer Co., Norton, Virginia, was born in Covington, Kentucky, January 12, 1885, and has been in the coal business seven years. Mr. Brennan was formerly connected with Carver Bros. Co., Cincinnati, Ohio.

WILLIAM S. BRYAN, retail coal merchant in business at Staunton, Virginia, was born October 26, 1868, in Staunton and has been in the coal business for thirty-two years.

JOS. E. CALDWELL, Secretary and Treasurer of the C. W. Kanode Coal Co., producers at Cambria, Virginia, was born at Wytheville, Virginia, February 4, 1868, and has been in the coal business two years. This company is opening a mine within two hundred yards of and on the same vein as that from which was taken the coal to fire the "Merrimac."

LEE DAVIS CALFEE, retailer engaged in business at Wytheville, Virginia, was born in 1862 in Wythe County, Virginia, and has been in the coal business for twenty-seven years.

OSCAR L. COHRON, member of the firm of C. H. Cohron & Son, doing a retail coal business at Stuart's Draft, Virginia, has been in the coal business for thirty years.

CHARLES WILLIAM COMPTON, Secretary and Sales Manager Banner Pocahontas Fuel Corp., with offices in the MacBain Building, Roanoke, Virginia, was born at Mechanicsburg, Virginia, March 18, 1865, and has been in the coal business since 1907. Mr. Compton was President of the Pocahontas Sewell Coal Co. from 1912 to 1917.

SAMUEL H. COTTRELL of Samuel H. Cottrell & Son, retail firm at Richmond, Virginia, was born in Henrico County, Virginia, in 1850 and died November 24, 1917, leaving an irreproachable reputation. His name has long been identified with the coal interests of this locality, the first active operation of coal in the United States having been on the property of a grandfather four generations removed from him. Mr. Cottrell was a member of the Board of Aldermen of the city of Richmond for eighteen years and was one of the most highly respected and prominent retailers in his section. At has death his entire interests were taken over by his son, Walker C. Cottrell, for nineteen years a member of the firm.

W. I. COX, Secretary and Treasurer of Friend & Co., Inc., Petersburg, Virginia, was born October 30, 1874, and has been in the coal business twenty-three years.

CLARENCE JACKSON CREVELING, General Superintendent of the Blackwood Coal & Coke Co., Blackwood, Virginia, was born in Pennsylvania in 1864 and has been in the coal business for twenty years. Mr. Creveling was formerly connected with Pardee Bros. & Co. and is a Director of the Southwestern Virginia Coal Operators' Association. He was the Virginia delegate to the National Mining Congress.

FRANK S. DIUGUID of Diuguid Bros., handlers of coal at retail in Lynchburg, Virginia, was born at Lynchburg September 7, 1884, and has been in the coal business for twelve years. Mr. Diuguid is Vice President of the Retail Coal Association of Virginia.
Coal Co.

CHARLES GAVON DUFFY, Superintendent Stonega Coke & Coal Co., Stonega, Virginia, was born September 27, 1875, in Somerset, Somerset County, Pennsylvania, and has been in the coal business thirty years. Mr. Duffy was formerly connected with the H. C. Frick Coke Co. for nine years, having been in his present connection twenty-one years.

JACOB KENTON EVANS, proprietor of the Evans Feed Co., doing a retail business at Clifton Forge, Virginia, has been in the coal business for six years.

GEORGE BENSON FEREBEE, Vice President and General Manager of the Nottingham & Wrenn Co., Norfolk, Virginia, was born in Princess Anne County, Virginia, March 22, 1861, and has been in the coal business for thirty-one years. Mr. Ferebee is also interested in some West Virginia coal mines.

J. T. FISHER, retailer at Winchester, Virginia, was born August 24, 1848, in West Virginia and has been in the coal business for twenty-two years.

TAZEWELL FITZGERALD, Southern Manager of the Norfolk & Chesapeake Coal Co., Norfolk, Virginia, was born in Richmond, Virginia, October 15, 1878, and has been in the coal business for fifteen years. Mr. Fitzgerald was previously connected with the W. R. Johnson Coal Co.

ROBERT FLEMING, President Robert Fleming & Co., Norton, Virginia, was born in Scotland in 1855 and has been in the coal business all his life. Mr. Fleming was formerly connected with the Banner Coal Co., Virginia Coal Co., Norton Coal Co. and others, and his experience has been in Illinois, Iowa, Tennessee and Virginia.

OSCAR ROBERTSON FULLER, partner of Peerman & Fuller, retail coal merchants of Danville, Virginia, was born in Pittsylvania County, Virginia, October 27, 1874, and has been in the coal business since 1899. Mr. Fuller was formerly connected with Conway & Walker.

CHARLES SMITH GAW, retail coal merchant of Waynesboro, Virginia, was born in April, 1873, at Woodstock, Virginia, and has been in the coal business for twenty years. He was formerly connected with Lavell & Gaw.

CHARLES EVINGTON GEOGHEGAN, retail coal merchant engaged in business at Chase City, Virginia, was born at Clarksville, Virginia, January 20, 1867, and has been in business for himself for twenty years.

PETERSON AGEE GOODWYN, President and Treasurer of the Goodwyn Coal & Ice Co., doing a retail coal business at Bristol, Virginia, was born in Petersburg, Virginia, August 2, 1872, and has been in the coal business thirteen years. Mr. Goodwyn is President of the Retail Coal Dealers' Association of Bristol, Virginia-Tennessee.

B. THEODORE GRIFFIN, President Griffin Bros., Inc., of Norfolk, Virginia, was born in Hertford, North Carolina, November 5, 1879, and has been in the coal business fifteen years. Mr. Griffin is President of the Norfolk Coal Exchange.

F. G. GROVE, retail coal merchant engaged in business at Luray, Virginia, has been in the coal business for twenty years.

ORVILLE W. GUY, President O. W. Guy Co., Norfolk, Virginia, is a native of Norfolk, born November 22, 1876, and has been in the coal business for twenty years. Mr. Guy was formerly connected with the Water Front Coal Co. as Secretary and Treasurer and is one of the best known coalmen in his section.

S. HORACE HAWES, President S. H. Hawes & Co., Richmond, Virginia, was born in Powhatan, Virginia, June 5, 1838, and has been in the coal business since 1867, over half a century.

J. T. HEARD, retail coal merchant engaged in the general merchandise business and the manufacture of slack staves at Elkton, Virginia, was born in Henry County, Virginia, October 20, 1860, and has been in the coal business twenty years.

JAMES H. HILL, Secretary and Treasurer of the James H. Hill Co., Inc., Norfolk, Virginia, was born at Norfolk December 11, 1867, and has been in the coal business almost forty years. Mr. Hill was formerly connected with Geo. W. Taylor & Co. and Norfolk Coal & Ice Co. and is a Past President of the Retail Coal Dealers' Association of Virginia.

SAMUEL HURT HOBBS of Hobbs Hoy Co., Petersburg, Virginia, was born in Dinwiddie County, Virginia, December 14, 1865, and has been in the coal business twenty years. Mr. Hobbs was formerly President of the City Fuel Co.

JAMES C. HOY of the Hobbs Hoy Co., Petersburg, Virginia, was born at Petersburg and has been in the coal business all his life. He was formerly connected with J. C. Hoy & Bro. and Jackson & Hoy.

CHRISTIAN S. HUTTER, retail coal merchant at Lynchburg, Virginia, was born in Bedford County, Virginia, October 19, 1862, and has been in the coal business for thirty-six years. Mr. Hutter was formerly connected with I. H. Adams & Bros. and was Secretary and Treasurer of the Virginia and Carolina Coal Association.

MONTGOMERY C. JACKSON, President Jackson Coal & Coke Co., Inc., Petersburg, Virginia, was born at Petersburg December 26, 1872, and has been in the coal business for twenty-three years.

GRATTON C. JONES, proprietor of the Christiansburg Fuel Co., doing a retail coal business at Christiansburg, Virginia, is a native of Christiansburg, born October 1, 1881. He has been in the coal business twelve years.

HERVIE SLAUGHTER JONES, Clifton Forge, Virginia, was born in Culpeper County, Virginia, January 18, 1868, and has been in the coal business fifteen years. Mr. Jones was formerly connected with the Chesapeake & Ohio Coal & Coke Co., Smokeless Fuel Co. and White Oak Coal Co.

W. I. JONES, Secretary and Treasurer O. W. Guy Co., Norfolk, Virginia, was born in 1886 and has been in the coal business for six years.

TYLER FRAZIER KIDD, retail coal merchant engaged in business at Crockett, Virginia, was born at Cove Creek, Virginia, May 3, 1873, and has been in business for himself for twelve years.

THOMAS P. KINNEY, Secretary and Treasurer of the Standard Coal & Wood Co., doing a retail coal business at Danville, Virginia, was born at Staunton, Virginia, in 1869 and has been in the coal business two years.

CHARLES P. LATHROP, senior partner of C. P. Lathrop & Co., large retailers at Richmond, Virginia, was born in Richmond and has been in the coal business for over fifty years. He was formerly associated with S. P. Lathrop. Mr. Lathrop is one of the leading retailers in his section.

JAMES J. LEWIS, Manager Lewis & Co., retailers at Salem, Virginia, was born in Pittsylvania County, Virginia, in 1871 and has been in the coal business for twelve years. Mr. Lewis was formerly connected with D. T. Martin & Co. and F. C. Wiley.

LEE LONG, Vice President of the Clinchfield Coal Corp. and President of the Virginia Banner Coal Corp., with offices at Dante, Virginia, was born in Morganfield, Kentucky, December 26, 1868, and has been in the coal business twenty-five years. Mr. Long was formerly connected with the Eureka Coal & Coke Co., Imperial Colliery Co. and Keeney Creek Colliery Co. He is a member of the American Mining Congress and Workmen's Compensation Commission of Virginia.

WILMER MAHONE, retailer doing business at Newport News, Virginia, was born in York County, Virginia, April 11, 1856, and has been in the coal business for twelve years.

WILLIAM EMRY McCOY, President of W. E. McCoy Coal Co., miners at McCoy, Virginia, is a native of McCoy, born July 5, 1892, and has been in the coal business for five years.

W. M. MENIFEE, retail coal merchant in business at Harrisonburg, Virginia, was born at Mount Crawford, Virginia, August 6, 1866, and has been in the coal business for six years. He was formerly connected with Swank & Hoover.

C. E. MORRISETT, Vice President O. W. Guy Co., Inc., Norfolk, Virginia, was born April 3, 1872, and has been in the coal business twenty-three years. Mr. Morrisett is Secretary-Treasurer of the Retail Coal Dealers Association of Virginia.

CHARLES B. NEEL, Secretary and Treasurer Raven Red Ash Coal Co., Red Ash, Virginia, was born in Tazewell County, Virginia, August 5, 1878, and has been in the coal business ten years. Mr. Neel is also Secretary-Treasurer of Laurel Coal Corp. and a Director of the Kennedy Coal Corp. He was formerly in the transportation department of the Norfolk & Western Railway and also Manager of a lumber-producing firm. He is a Director of the Southwest Virginia Coal Operators' Association.

W. A. NEWBERRY, President of the Newberry Land, Coal & Coke Co. at Bland, Virginia, was born at Bland February 26, 1868, and has been with this company since its formation.

W. C. NEWMAN, handling coal at retail in Farmville, Virginia, was born in Hanover County, Virginia, in 1869, and has been in the coal business ten years. Mr. Newman was a director in the Virginia Retail Coal Dealers' Association and owns a large acreage of coal lands in Mason and Fayette counties, West Virginia.

THOS. J. NOTTINGHAM, President Nottingham & Wrenn Co., Norfolk, Virginia, was born at Richmond, Virginia, September 1, 1864, and has been in the coal business over thirty-five years. Mr. Nottingham is also interested in the Hampton Roads Colliery Co. and was formerly associated with his father, Thos. J. Nottingham, and Wm. A. Wrenn, composing the firm of Nottingham & Wrenn.

GROVER E. ORR, Business Manager Benedict Coal Corp., St. Charles, Virginia, was born in Lee County, Virginia, March 25, 1888, and has been in the coal business for nine years. Mr. Orr was formerly connected with the Virginia-Lee Co.

ROBERT LEE PEERMAN of Peerman & Fuller, retail coal merchants in business at Danville, Virginia, was born at Rustberg, Virginia, October 12, 1871, and has been in the coal business since 1897. Mr. Peerman was previously connected with Conway & Walker and F. L. Walker & Co. and is Vice President of the Virginia Retail Coal Dealers' Association.

PARK L. PRICE, Manager Price & Chick, retailers at Roanoke, Virginia, is a native of Virginia, born there April 5, 1869, and has been in the coal business for fifteen years. Mr. Price is President of the Retail Coal Dealers' Association of his city.

GEORGE M. REID, General Manager and Secretary-Treasurer of Fort Branch Coal Corp., Richmond, Virginia, is a native of Virginia and until 1905 was with the American Tobacco Co., when he became connected with this company.

EDWARD TRENT ROBINSON, President and Manager Robinson Supply Co., retail coal merchants at Lexington, Virginia, was born in Richmond, Virginia, July 28, 1865, and has been in the coal business fifteen years. Mr. Robinson was formerly connected with the Robinson & Hutton Co.

JOHN E. SEATON, part owner of W. E. Seaton & Sons, Richmond, Virginia, was born in Richmond January 31, 1871, and has been in the coal business for thirty-two years. C. A. Seaton, his brother, is interested with him in this business.

W. A. SMOOT, President W. A. Smoot & Co., Alexandria, Virginia, was born in Alexandria May 16, 1878, and has been in the coal business twenty-five years, associated with his father until his death, July 10, 1917. Mr. Smoot is a man of affairs in his community, taking a very active part in its business life, and is looked upon as a man of exceptional ability, sterling character and well posted on practical lines. Mr. Smoot is President of the National Retail Coal Merchants' Association, Director of the Alexandria Chamber of Commerce and a member of the Virginia State Legislature.

GEORGE OLIVER SNAPP, retail coal merchant of Winchester, Virginia, was born in 1855 in Winchester and has been in the coal business for ten years.

W. B. SPRATT, President Lewis Creek Coal Co., Inc., Richlands, Virginia, is a native of Virginia, born in 1858, and has been in the coal business for fifteen years. Mr. Spratt was formerly with the Big Town Hill Creek Coal Co.

J. WILLIAM SWAN, retailer handling coal at Culpeper, Virginia, was born at Culpeper in 1863 and has been in business for himself since 1889.

RALPH E. TAGGART, General Manager Stonega Coke & Coal Co., large producers, with branch at Big Stone Gap, Virginia, was born in Leisenring, Pennsylvania, April 17, 1887, and has been in the coal business twelve years.

FLOYD TYLER, proprietor of Tyler & Ryan, Richmond, Virginia, is a native of Richmond and has been in the coal business for twenty-two years. Mr. Tyler was formerly connected with R. N. Northen & Co.

WILLIAM ROGERS VAUGHAN, General Manager A. H. Vaughan Coal Co., South Boston, Virginia, was born in South Boston August 31, 1892, and has been in the coal business for three years. Mr. Vaughan is a graduate of Hampden Sidney College and gave up a professional career to continue the business established by his father, who died in 1914, while Mayor of the city.

WILLIAM H. WARREN, Secretary and Sales Agent for Virginia of the New River Coal Co., Richmond, Virginia, was born in Fayette County, West Virginia, March 30, 1866, and has been in the coal business twenty-eight years. Mr. Warren is also Eastern Sales Agent of the Wyatt Coal Co., and is connected with a number of producing companies in the New River field on the Chesapeake & Ohio and the Virginian Railways and in the Logan County (West Virginia) fields on the Guyandotte branch of the Chesapeake & Ohio Railway. He was formerly connected with the New River Consolidated Coal Co., New River & Kanawha Coal Co. and New River Consolidated Coal & Coke Co. He began his career as a coal man in the employ of the Rush Run Coal & Coke Co. of Rush Run, West Virginia.

FRANK H. WHEELER, retailer in business at Clifton Forge, Virginia, was born at Hillsboro, West Virginia, June 30, 1881, and has been in the coal business for six years. Mr. Wheeler was formerly associated with F. S. Spencer.

BENJAMIN C. WHITE, senior partner of B. C. White & Bro., doing a retail coal business at Chatham, Virginia, was born at Chatham July 22, 1881, and has been in the coal business for six years.

THOMAS WHYTE, President Friend & Co., Inc., Petersburg, Virginia, was born at Petersburg October 15, 1878, and has been in the coal business for six years.

HENRY BOYKIN WILKINS, retail coal merchant in business at Portsmouth, Virginia, was born in Gates County, North Carolina, February 21, 1854, and has been in the coal business for thirty-one years.

J. A. WILKINS, son of Henry Boykin Wilkins, is in business with his father at Portsmouth, Virginia. He was born October 20, 1894, and has been in the coal business for four years.

DANIEL T. ZENTMEYER, Manager credit and advertising department of the Christiansburg Fuel Co. of Christiansburg, Virginia, was born at Floyd, Virginia, September 6, 1898, and has been in the coal business for several years.

WASHINGTON

WASHINGTON is the only one of the Pacific Coast states in which the coal mining industry has attained any considerable importance. Fuel oil and wood have operated to keep down the consumption of coal within the state and the former has affected production, but despite these drawbacks, the coal fields of the state, with their record of 60 years behind them, have been able to maintain production above the 3,000,000 ton mark first set 15 years ago and preliminary reports for last year place the 1917 output at over 4,000,000 tons.

The principal Washington coal fields, five in number, lie in the western and central portions of the state. These fields are known as the North Puget Sound, embracing operations in Skagit and Whatcom counties; the South Puget Sound, embracing operations in King and Pierce counties; the Puget Sound basin, which lies east of Seattle; the Roslyn field in Kittitas County on the eastern slope of the Cascade Mountains in Kittitas County and the Southwestern field in Cowlitz and Lewis counties. In point of present production the South Puget Sound and Roslyn fields lead.

In quality Washington coals range from bituminous coal found in Kittitas, Pierce, King, Lewis, Whatcom and Skagit counties through sub-bituminous coal—found in Lewis, Pierce, King and Snohomish counties—to lignite—found in Columbia, Cowlitz and Lewis counties. Certain of the bituminous coals are of coking grade and the United States Geological Survey states that "some natural coke and anthracite have been observed." The coking coals, found in the Wilkeson-Carbonada district of the South Puget Sound field and also in the North Puget Sound field are said to be the only coking coals known to exist on the Pacific Coast slope of the United States. The sub-bituminous coals in the South Puget Sound district have been utilized in domestic consumption, while the high grade bituminous has been used in Alaskan and Oriental bunker trade and, during the current year (1918) has been shipped to Chile.

The discovery of a low grade lignite in the Cowlitz Valley in 1848 marked the beginning of the coal history of Washington. Four years later bituminous coal was discovered on Bellingham Bay, Whatcom County and the first commercial development, from which shipments were made in 1860, was in this field. This mine was in continuous operation until 1878, when it was abandoned because of a fire originating in spontaneous combustion. The northern field remained inactive until 1891. Coal was discovered in King County in 1859 and mining was begun a short time thereafter. For a long time, the San Francisco market was a heavy consumer of coal from the mines in this field, but the growth of the fuel oil industry has practically eliminated this business. Further developments in King County took place in the early '70s and rail connections between the Renton mines in that field and Seattle were established in 1877. The Green River district in the same county also came into prominence about that time as did the Pierce County mines opened in 1875, but subsequently abandoned. The Roslyn field also began to attract attention about this time.

The first record of production appears in the 1860 Census when Whatcom County was credited with an output of 5,374 tons. Development proceeded slowly until the exploitation of the King and Kittitas county mines in the '80s. From a production of 110,342 tons in 1876, the state advanced to 380,250 tons in 1885, and the 1,000,000-ton mark was passed in 1888. Production since that date is shown in the following tabulation:

Year.	Ton.	Year.	Ton.
1889	1,030,578	1903	3,193,273
1890	1,263,689	1904	3,137,681
1891	1,056,249	1905	2,864,926
1892	1,213,427	1906	3,276,184
1893	1,264,877	1907	3,680,532
1894	1,106,470	1908	3,024,943
1895	1,191,410	1909	3,602,263
1896	1,195,504	1910	3,911,899
1897	1,434,112	1911	3,572,815
1898	1,884,571	1912	3,360,932
1899	2,029,881	1913	3,877,891
1900	2,474,093	1914	3,064,820
1901	2,578,217	1915	2,429,095
1902	2,681,214	1916	3,038,588

Under normal conditions, about 39 per cent. of the output of the state is consumed within its own borders. As a class the railroads are the largest customers, taking about 47 per cent. of the output. Out of a total 1915 production of 2,429,095 tons the carriers accounted for 1,149,446 tons; 126,047 tons were used at the mines; intrastate shipments took 592,444 tons, and 64,707 tons were sold locally. Shipments to inter-

state rail destinations totaled 172,090 tons and were confined to two states; Idaho took 25,000 tons and Oregon 147,000 tons. Tidewater shipments totaled 150,071 tons; of this tonnage 12,171 tons were exported to foreign countries, 89,232 tons were used for bunker fuel in domestic and 47,316 tons for bunker trade in foreign commerce, while 1,362 tons were shipped via water routes for consumption at San Francisco.

The coal from Washington mines consumed within the state represented over 90 per cent of the requirements of the commonwealth for the year. The total consumption, including approximately 1,900 tons of Pennsylvania anthracite, was 1,087,684 tons. Alabama shipped 21 tons; Montana, 20,859; Utah, 32,039; Wyoming, 100,277 tons. Upon the per capita basis the total consumption, .43 ton, was among the lowest reported. The same was true of the square mile average of 16 tons. These Washington figures should be compared with the national averages of 2.82 and 123 tons respectively. As explained in the opening paragraph, fuel oil and wood play a great part in pulling down the Washington averages.

WASHINGTON

JAY AGNEW, proprietor of the Agnew Fuel Co. and the Monarch coal mine of Centralia, Washington, was born in 1872 at Hudson, Wisconsin, and has been in the coal business three years.

PERCY H. BROWNE, Manager Caine-Grimshaw Co., retailers of coal at Bellingham, Washington, was born August 1, 1881, in Brown's Valley, Minnesota, and has been in the coal business twelve years.

DANIEL F. BUCKINGHAM, General Manager and Secretary The Roslyn Fuel Co., Seattle, Washington, was born January 16, 1878. He is also Vice President and General Manager of the Independent Coal & Coke Co.

J. W. BULLOCK, retail coal merchant of Seattle, Washington, was born in 1868 in Binghamton, New York, and has been in the coal business fifteen years and is well known in that section.

JOHN H. FERRYMAN, President Wenatchee Fuel Co., Wenatchee, Washington, was born November 6, 1866, in Lebanon, Pennsylvania, and has been in the coal business fourteen years.

A. B. FOSSEEN, President and Manager of A. B. Fosseen & Co., retailers of coal at North Yakima, Washington, has been in the coal business two years.

WILBUR B. IVES, President of the Cumberland Coal Co., Seattle, Washington, was born in Meriden, Connecticut, December 10, 1873. He was previously connected with Amos Ives, doing a retail business at Meriden. His brother, C. A. Ives, is Secretary of the company.

BERNARD HAWLEY JOHNSTON, President and Treasurer Mendota Coal & Coke Co., and Vice President Farmers & Merchants Bank, Centralia, Washington, was born in Warsaw, Illinois, September 18, 1861, and has been in the coal business since 1883. Mr. Johnston was previously connected with the Mendota Coal Co. and Rogers Coal Co. of Mendota, Missouri.

JOHN JOHNSON, President Johnson-Bungay Fuel Co., Spokane, Washington, was born in Sweden in 1863, and has been in the coal business eighteen years.

ALEC R. McLEOD, President and Secretary of Wainwright & McLeod, Inc., retailers of coal at Seattle, Washington, was born February 22, 1862, in Nova Scotia. Mr. McLeod was previously connected with the Issaquah Coal Co.

GEO. R. MILLER, Secretary and Treasurer Monks & Miller, Inc., retailers of coal at Seattle, Washington, was born in Pennsylvania April 13, 1875, and has been in the coal business twelve years.

WILLIAM B. MONKS, President Monks & Miller, Inc., retail coal merchants at Seattle, Washington, was born March 2, 1871, in Butler, Pennsylvania, and has been in the coal business thirteen years. He is also interested in the May Creek coal property. Mr. Monks is Chairman of the Coal Dealers Association of the Seattle Chamber of Commerce and Commercial Club and has always taken a keen interest in anything for the betterment of the retail coal trade.

ALEXANDER H. MONTGOMERY, owner of the Montgomery Fuel & Transfer Co. at Bellingham, Washington, was born in Chicago, Illinois, August 8, 1855, and has been in the coal business fifteen years.

ROBERT ORR, proprietor of the Orr Fuel Co., Centralia, Washington, was born March 20, 1862, in Motherwell, Scotland, and has been in the coal business about thirty-nine years, twenty-five of which he has worked in the mines. Mr. Orr was previously connected with the Gale Creek Coal Co., Snoqualmie Coal Co., and the Perth Coal Co., all of Washington.

IRA OWEN, proprietor and Manager of the Twilight Lumber & Fuel Co., Spokane, Washington, was born June 28, 1877, in Gorin, Missouri, and has been in the coal business nine years. Mr. Owen was previously connected with the Potlatch Lumber Co. and the Northern Lumber Co.

JAS. S. RAMAGE, President Continental Coal Co., Spokane, Washington, was born in Canada December 17, 1868, and has been in the coal business thirty years. Mr. Ramage was for two years President of the National Apple Show and President of the Spokane Chamber of Commerce for one year. Previous to his present connection he was in business for himself at Worthington, Minnesota. He has gone to France in volunteer work for the American Red Cross.

WILLIAM G. RAMAGE, Secretary and Treasurer of the Hawkeye Fuel Co., Spokane, Washington, was born in 1867 in Canada, and has been in the coal business for thirteen years. He is also Vice President of the Continental Coal Co. Mr. Ramage was previously associated with James S. Ramage at Worthington, Minnesota.

RAY S. ROBERTS, member of the Great Western Fuel Co. of Spokane, Washington, was born at Ulysses, Nebraska, August 16, 1890, and has been in the coal business eight years.

SIMEON ROBERTS, Manager of the Great Western Fuel Co. of Spokane, Washington, was born in Bloomington, Illinois, October 31, 1861, and has been in the coal business thirteen years.

CLEMENT SCOTT, Manager and Sole Owner of the Red Ash Coal, Ice & Transfer Co. of Vancouver, Washington, was born in Edinburgh, Scotland, April 6, 1876, and has been in the coal business seven years. His company also handles building materials, fertilizers, blasting supplies and has the only furniture storage warehouse in town. Mr. Scott is a prominent member of the Commercial Club of Vancouver and is Financial Chairman of the Local Red Cross. He is Exalted Ruler of Vancouver Lodge of Elks and ranks high in Masonic circles.

JAMES SELDEN VINING, proprietor of the retail coal business carried on as J. S. Vining at Seattle, Washington, was born September 15, 1867, in Maine, and has been in the coal business sixteen years. He has held the position of President of the Retail Coal Dealers Association of Seattle.

AMORY D. WAINWRIGHT, Vice President and Treasurer Wainwright & McLeod, Inc., Seattle, Washington, was born December 17, 1860, in Boston, Massachusetts, and has been in the coal business fifteen years. Mr. Wainwright was previously connected with the Issaquah Coal Co.

WARREN HARPER YEAKEL, Manager Yeakel Fuel Co., retailers of coal at Spokane, Washington, was born December 1, 1873, in Polo, Illinois, and has been in the coal business twenty-three years. Mr. Yeakel was previously connected with his father, Samuel K. Yeakel, in business at Polo.

WEST VIRGINIA

AS A GOOD WINE needs no bush, so, too, may it be said that the coal resources of West Virginia cry for no Christopher Columbus to discover them for a waiting world. Unlike the diffident Alden they speak for themselves. The semi-bituminous coals of the Pocahontas, New River and Tug River fields, for example, have won not only a national, but an international reputation; in many sections of the United States they are classed as a premier domestic fuel, as smithing coals they are used from coast to coast, they are a favorite coking coal, esteemed for bunkering and for myriad industrial uses. The high volatile districts are also known far beyond the confines of the state carved out of the Old Dominion. Coal is the industry of West Virginia. It is the commodity that gives it wealth and business prestige.

The coal producing area of the state is included in the coal fields of the great Appalachian region, which crosses West Virginia from Pennsylvania and Maryland on the north to Virginia and Kentucky on the south. The greater part of the state is underlaid with coal-bearing rocks; the exceptions are the area lying to the east of the escarpment of the Allegheny Mountains and portions of the territory south of the Ohio River, below Wetzel, which Dr. I. C. White, state geologist, has said are barren of workable coals.

At present there are eleven different mining districts recognized in the state. The number of coal seams so far classified totals 102; of this number, 52 are of sufficient thickness to be considered workable. The total area of coal-bearing formations in the state is estimated at 9,500 square miles. The specific districts referred to in the first sentence of the paragraph are known as the Elk Garden, Upper Potomac, Roaring Creek, Panhandle, Fairmont, New River, Kanawha, Pocahontas, Tug River, Thacker and Kenova. The greater percentage—estimated as high as 90—of the tonnage produced comes from five districts, viz., the Fairmont (or Clarksburg) and the Elk Garden (or Piedmont) in the northern portion of the state and the New River, Kanawha and Pocahontas regions in the southern part of the state.

The principal workings of the Fairmont district are in Harrison and Marion counties. The beds from which the coal is mined belong to the Monongahela formation ("Upper Productive Coal Measures"); the most important bed in this formation is the famous Pittsburgh, which reaches an average thickness of 8½ feet. "The Waynesburg and Sewickley coals, the former poor and the latter good," says the United States Geological Survey, "also occur in this district and run from 5 to 10 feet in thickness, but are seldom mined."

From the point of view of operation the Elk Garden or Piedmont field is the oldest in the state. Coal was mined here contemporaneously with the opening of the Georges Creek field in Maryland and prior to the separation of West Virginia from Virginia. Geologically speaking the region lies in the detached Potomac basin and is included in Mineral, Grant and Tucker counties. The strata of this narrow eastern basin are much more strongly folded than those of the regions to the west. The beds worked range from 4 to 11 feet in thickness. The coal, which is ranked as semi-bituminous, comes principally from the "Big" (Pittsburgh), the "Thomas" (Upper Freeport) and the "Davis" (Kittanning) beds.

The New River field, which shares with the Pocahontas region the bulk of the production of the semi-bituminous "smokeless" coal, is "confined to the valley of New River and its tributaries, and to the Slab Fork and Winding Gulf drainage areas of Guyan River. The productive portions are in Fayette and Raleigh counties. The coals of this district are of middle or lower Pottsville age and lie below the Kanawha and Allegheny formations of the northern part of the state. The three coal beds which furnish the larger part of the New River production are the Sewell, which runs from 2½ to 6 feet; the Beckley, 4 to 6 feet, and the Quinnimont (Fire Creek), from 3 to 5 feet in thickness, the last named lying below and to the southeast of the others. One seam of coal, belonging properly to the Kanawha field and the upper Pottsville, lies high in the hills of the New River district and is extensively mined at Ansted."

The Kanawha field, which adjoins the New River on the west, includes the western portion of Fayette, all of Kanawha and portions of Putnam and Boone counties. The coals in this field vary both in character and thickness. The beds range from 3 to 5 feet where mined, although in some cases the thickness reached is 11 feet or more. No small portion of the coal in this field is

the well-known Kanawha gas. The principal beds are the North Coalburg and No. 5 of the Allegheny age and the Stockton, Coalburg, Winifrede, Cedar Grove, No. 2 gas and Eagle seams in the upper Pottsville formation.

The Pocahontas field extends from McDowell and Mercer counties in the southeastern corner of the state into Tazewell County, Virginia. The most important seam is the No. 3, which ranges from 4 to 11 feet, with an average thickness of over 6 feet. In addition to this seam, operations are also carried on in No. 4, War Creek (Beckley), Welch and Davey seams. The Welch and Beckley seams are worked in the Tug River district, served like the Pocahontas, which it adjoins, by the Norfolk & Western railroad.

The Thacker and Kenova fields, west of the Kanawha, are of the same general character as that field.

While West Virginia was producing coal at the time of its separation from Virginia in 1863, it was not until ten years later that its output reached 1,000,000 tons and it was not until 1882 that the 2,000,000-ton mark was passed; production showed more rapid gains from that time although ten more years elapsed before 10,000,000 tons were produced. This slow growth is explained in part by the competition which the state had to meet in marketing its coals against the older fields and in the lack of a home market because of the low rank occupied by West Virginia as a manufacturing entity. While no great impetus has been given to its home market, as appears from the detailed statistics of production since 1894, the state appears to have been able to take care of competition:

Year.	Ton.	Year.	Ton.
1894	11,627,757	1906	43,290,350
1895	11,387,961	1907	48,091,583
1896	12,876,296	1908	41,897,843
1897	14,248,159	1909	51,849,220
1898	16,700,999	1910	61,671,019
1899	19,252,995	1911	59,831,580
1900	22,647,207	1912	66,786,687
1901	24,068,402	1913	71,254,136
1902	24,570,826	1914	71,707,626
1903	29,337,241	1915	77,184,069
1904	32,406,752	1916	86,460,127
1905	37,791,580		

"The coal industry of West Virginia," said a government report treating upon the distribution of coal, "has been developed under unique conditions. There has been little home market, so the operators had to seek markets for their coal in other parts of the United States and in foreign countries. Immense reserves of high-grade coal in easily workable beds have permitted mining on a large scale and at a low cost. Proximity to the Atlantic seaboard, where good harbors afforded opportunity for foreign and coastwise shipments, and excellent railroad outlets to the markets of the West and Northwest have enabled the coal industry of the state to develop at a rapid rate.

"Including the coal made into coke at the mines (1,995,279 tons) and that used for steam and heat at the mines (1,111,178 tons) the consumption of West Virginia coal in the state in 1915 was but 6,000,000 tons, or 8 per cent. of the total output. More than 32,500,000 tons, or 42 per cent. of the output, was shipped to other states by rail or by river for use other than as railroad fuel. The shipments to the Great Lakes for cargo were 8,700,000 tons, or 11 per cent. of the total, and shipments to tidewater were more than 20,400,000 tons, or 27 per cent. of the output. The lake cargo shipments included 800,134 tons for railroad use in the Northwest and the tidewater shipments included 1,776,419 tons sent by vessels coastwise to New England and there used by the railroads. The quantity of railroad fuel that reached its destination by all-rail routes was 9,478,401 tons, or 12 per cent. of the production; the total quantity of West Virginia coal used by railroads in 1915 was 12,054,954 tons, or 15.7 per cent. of the total output."

The total production for the year in question was 77,184,069 tons. Of this, 6,000,117 tons were consumed within the state; this figure included the coal used at the mines, that coked, 1,091,371 tons sold locally, and 1,772,289 tons shipped to points within the state. Including the coal coked and that used at the mines, the total consumption within the state was 6,232,299 tons. This consumption included 35,000 tons of anthracite, 87 tons of bituminous from Kentucky, 6,525 tons from Maryland, 15,500 tons from Ohio and 175,000 tons from Pennsylvania. Upon a per capita basis, the anthracite consumption was too small to be taken into account; the curious fact about the bituminous consumption was that it was 2.04 tons—the only instance where the per capita of a state was the same as the average bituminous per capita for the country as a whole. Upon a square mile basis the consumption, 258 tons, was slightly more than double the national average of 123 tons.

The all-rail shipments to other states from West Virginia aggregated 32,555,406 tons in 1915. Four states—Illinois, Indiana, Michigan and Ohio—absorbed over 55 per cent. of this tonnage. In detail the shipments were as follows: Alabama, 2,800 tons; Arizona, 450; California, 17,250; Carolinas, 977,782; Delaware, 245,451; Florida, 31,980; Georgia, 41,332; Illinois, 5,079,032; Indiana, 4,072,001; Iowa, 159,444; Kansas, 390; Kentucky, 443,407; Maryland and District of Columbia, 814,379; Michigan, 4,326,412; Minnesota, 40,704; Missouri, 158,763; Nebraska, 1,553; Nevada, 300; New England states, 20,419; New Jersey, 645,600; New

Mexico, 50; New York, 2,072,670; North Dakota, 425; Ohio, 5,375,560; Pennsylvania, 4,945,295; South Dakota, 10,833; Tennessee, 1,305; Texas, 2,281; Utah, 165; Virginia, 2,228,268, and Wisconsin, 839,105 tons. All-rail exports were 42,913 tons.

No review of West Virginia would be complete without reference to the foreign and bunker trade in coals from that state. The figures have an added significance now because those who cherish the belief that the close of the World War means a greater export market for American coals turn first to the fields of West Virginia as the logical ones to most successfully meet foreign competition in overseas and South American markets. The latest export and bunker statistics for the Hampton Roads ports show the following:

	Exports			
Year.	Anthracite.	Bituminous.	Coke.	Foreign bunker.
1915.....	606	5,183,846	32,903	1,703,506
1916.....	353	5,095,596	36,198	2,961,709
1917.....	7,705	4,157,827	16,888	1,976,332

Among the destinations for which cargoes have cleared from the Virginia piers during 1914-16 were Argentina, the Azores, Brazil, British Guiana, Canary Islands, Chile, Colombia, Costa Rica, Ecuador, Egypt, France, French Africa, Greece, Gibraltar, Italy, Mexico, Morocco, Norway, Panama, Portugal, Spain, Sweden, Venezuela, Uruguay and the West Indies.

DR. J. A. WOOD, Amigo, West Virginia,
A well-known character in the New River field, having developed many successful properties in that district, entered the business comparatively late in life. After practicing medicine for twenty-four years, he embarked in the coal business as an operator in the New River field. He is President and Treasurer of the Amigo Coal Co., Amigo, an operation started in 1915, and with a present capacity of 75,000 tons annually. In this enterprise he is closely associated with J. C. Sullivan, Vice President, with whom he has been identified also in various preceding coal enterprises.

FRED G. WOOD, Amigo, West Virginia,
Manager and Secretary Amigo Coal Co., was born in Kanawha County, the son of Dr. J. A. Wood, and received his technical training at the University of West Virginia. The output of the Amigo Coal Co. goes to Tidewater and Atlantic seaports as run of mine, and is there sold through the Eastern Export Corp., Richmond, Virginia. The practical qualities of Mr. Wood have been effectively demonstrated in the rapid development of this property.

Mead - Toliver Coal Company

Raleigh County

Beckley, West Virginia

During its comparatively brief career to date, the Mead-Toliver Coal Company has scored an unusually rapid progress. It began shipments in December, 1916, and its recent developments point to an annual production of 300,000 tons. The property of the company is located on Stone Coal Creek of the Winding Gulf field, and transportation facilities are available over both the Virginian and the Chesapeake & Ohio railroads. The property carries the Beckley seam in a 6½-foot vein and this was first developed, and also a seam of Pocahontas No. 3. Mines Nos. 1 and 2 of the company produce the Beckley product but preparations were speedily begun to open Mine No. 3 near the station of Killarney, about a mile from Mines 1 and 2, to operate the Pocahontas No. 3 seam. The mines are equipped with modern electric shaker screens and loading booms.

The output goes eastward and to tidewater. It is sold through the Eastern Coal & Export Corporation, Richmond, Virginia.

The officers of the company are: C. H. Mead, President and General Manager; J. H. Craft, Vice President, and J. P. Nowlin, Secretary and Treasurer.

J. ELLIOTT HALL, Bluefield, West Virginia,

General Manager Appalachian Coal Land Co., Bluefield, is as well-known to the coal interests of West Virginia as probably any man in the state. He has had a wide experience in all that goes to make for the prosperity of this wonderful coal-producing state.

RAGLAND COAL COMPANY

Beckley, West Virginia

One of the newer coal operations in the Beckley seam of New River coal is the Ragland Coal Co., the property of which is located at Pemberton, Raleigh County, West Virginia. Shipments are made on both the Chesapeake and the Virginian Railways.

Tom Rush Ragland is President and General Manager of the company, with offices at Beckley, and J. L. Smith is Secretary and Treasurer. Mr. Ragland has been identified with the coal business for many years. He was formerly associated with the Gauley Consolidated Coal Co., the Fort Defiance Coal & Coke Co. and the West Virginia Coal Mining Co. It was through his efforts that the properties of the two last named companies were developed. All the coal interests of President Ragland, however, are now centered in the Ragland Coal Co., which in its brief history has become one of the active and successful operations in this field.

GUY D. FRENCH,
Bluefield, West Virginia,
District Manager Producers Coal Co. at Bluefield, has been in the coal business seven years. For five years Mr. French was Assistant to the General Manager at Cincinnati. He was formerly with the coal department of the Norfolk & Western Railway at Bluefield.

M. FRANKLIN BEAMER, Bluefield, West Virginia,
General Manager Beamer Red Ash Coal Co., Bluefield, was born in North Carolina September 15, 1878, and has been in the coal business five years. Mr. Beamer is also interested in the Flat Rock Coal Co.

FRANK S. EASLEY,
Bluefield, West Virginia,
President Bluefield Coal & Coke Co., Bluefield, is a native of Virginia, born August 3, 1878, and has been in the coal business twenty years. Mr. Easley was formerly connected with the American Smelting & Refining Co., Pocahontas Fuel Co. and Pocahontas Coke Co. He is a stockholder in a number of producing companies.

SIDNEY S. COFER,
Bluefield, West Virginia,
General Manager Bluefield Coal & Coke Co., Bluefield, was born in Bedford, Virginia, March 16, 1862, and has been in the coal business twenty-five years. Mr. Cofer has also some interests in operating coal mines. He was formerly Secretary of the Flat Top Fuel Co. and General Manager of the Producers Coal Co. prior to which time he was with the Norfolk & Western Railway.

STEPHEN H. MEEM,
Bluefield, West Virginia,
Vice President Diamond Block Coal Co., Hazard, Kentucky, was born at Shenandoah, Virginia, in 1879 and is a graduate of the Virginia Military Institute. After following his profession of engineer for a time in the Lake Superior ore regions, he went to Pocahontas, Virginia, in 1900 and established his own engineering business and has been retained by practically all operators in the Pocahontas field at one time or another. Mr. Meem became an operator in 1913 and is also a partner in the firm of S. H. Meem & Co., manufacturers' agents of heavy mine equipment. He is member of the American Society of Civil Engineers and Vice President of the Acme By-Product Coal Co., Fleming, Kentucky.

VICTOR R. WHITE, Bluefield, West Virginia,
Secretary and Treasurer Flat Top Fuel Co., Bluefield, West Virginia, has been in the coal business since February, 1906. He was formerly with the Berwind-White Coal Mining Co. and with the Berwind Fuel Co., of which he was Secretary and Treasurer from September 1, 1910, to April 1, 1916. Mr. White was born in Chicago June 10, 1885.

WALTER S. WOOD, Boone, West Virginia,
President of the Keeney's Creek Colliery Co., Boone, West Virginia.

H. S. BROWN, Bramwell, West Virginia,
Manager Extrajoca Coal Co., Bramwell, was born in Montreal, Canada, and has been in the coal business fifteen years. Before engaging in the coal business he was a lumberman in Michigan. Mr. Brown formed the Welch Coal Co. in 1902 and was active in the same until December 1, 1916.

COL. JOSEPH L. BEURY, Beury, West Virginia,
A strong character and a pioneer in the New River district, was born in Northumberland County, Pennsylvania. Colonel Beury left Pennsylvania at the close of the Civil War and went prospecting in the coal regions of Virginia. He later anticipated the building of the Chesapeake & Ohio Railway and was ready to ship coal from his operations at Quinnimont, West Virginia, when the railroad opened up. Since that time he was very active, with large holdings and operations in the New River field. He died at Beury, West Virginia, June 3, 1903, where he had lived since 1883.

THOMAS C. BEURY, Charleston, West Virginia,
President Stone Cliff Coal & Coke Co., Charleston, has been in the coal business all his life and has always been identified with his father's interests. Mr. Beury is also President of the Beury-New River Land Co., holding in fee 3,200 acres of land near Fayette, West Virginia, on which the Elmo Mining Co.'s and Sunbury Coal Co.'s operations are located. He is also President of the Nuttalburg Smokeless Coal Co. and Beury Bros. Coal Co. and General Manager of the Phoenix Coal Co. Practically the entire output of the mines that Mr. Beury controls is marketed through the West Virginia Coal Co., Richmond, Virginia.

CABIN CREEK CONSOLIDATED COAL COMPANY

Charleston, West Virginia

This company has an annual capacity of 4,000,000 tons, conducting nineteen operations on Cabin Creek in Kanawha County, West Virginia. These nineteen mines are located along the Chesapeake & Ohio Railroad and are as follows:

Kayford, Raccoon, Shamrock, Thistle, Buckeye, Old Acme, Ruby, Empire, Keystone, Caledonia, Red Warrier, United 1 and 2, Belle Clare, Davis, Quarrier, Rose, Holley and Cherokee.

Thousands of acres of some of the choicest coal lands in the state of West Virginia are worked under the brands of Acme Splint and Keystone Gas and Steam. These brands are favorably known in both western and eastern markets.

The officers of the Cabin Creek Consolidated Coal Co. have been prominently connected with the coal business of West Virginia for many years. They include Wm. M. Puckett, President; James Kay, Vice President; Josiah Keeley, General Manager; E. B. Needham, Treasurer and Auditor; Simon P. Richmond, Secretary, and G. E. Krehbiel, Assistant to President.

The Cabin Creek Consolidated Coal Co. maintains its own sales department in the Kanawha National Bank building, Charleston, West Virginia. President Puckett is also General Sales Agent and he is recognized as one of the best posted men in the coal industry.

Branch sales offices are also maintained at 2110 Union Central Building, Cincinnati, Ohio. Charles R. Moriarity is Western Sales Manager. The Northern Sales Office is located at 1228 Majestic Building, Detroit, with C. P. Moriarty as Manager. B. H. Randolph is Eastern Sales Manager, with offices in the American National Bank Building, Richmond, Virginia.

J. W. DAWSON, Charleston, West Virginia

General Manager Kelly's Creek Colliery Co., Charleston, was born in Scottsville, Virginia, March 24, 1863, and has been interested in the coal business twenty years. In 1882 Mr. Dawson became connected with the K. & M. R. R. and held practically every position up to Superintendent, when he organized the Kelly's Creek Coal Mining Co., which he sold after three years' management. He next went into Southwest Virginia and built the Lake Erie & Lick Creek Railroad and projected the Dawson Coal & Coke Co. Mr. Dawson returned to Kanawha in 1903 and constructed the Kelly's Creek and Western Railroad and organized the Kelly's Creek Colliery Co., of which he remained General Manager until the sale of the property in April, 1917. He has always been interested in any movement for the betterment of coal trade conditions and has been president of the Kanawha Coal Association, a member of the Executive Committee of the West Virginia Coal Association and Splint and Gas Coal Association of West Virginia and Past President of the West Virginia Coal Association. Mr. Dawson is also very active in the public life of his community. He was Production Manager of the United States Fuel Administration for the High Volatile Fields of Southern West Virginia.

JOHN W. MOORE, Charleston, West Virginia,
President and General Manager Ivy Branch Coal Co., Charleston, was born in Summersville, West Virginia, November 5, 1867. Mr. Moore has been actively engaged in the coal business twenty-eight years and is a prominent factor in southern coal trade circles. He is owner of the Kanawha Western Fuel Co. Mr. Moore was formerly connected with the Chesapeake Mining Co., Coalburg Colliery Co., Hughes Creek Coal Co. and Kanawha Gas Coal Co. as General Manager. He was Western Manager of the Chesapeake & Ohio Coal & Coke Co. at Cincinnati for one year. The Ivy Branch Coal Co., which is owned by himself and his family, was organized by Mr. Moore in 1915.

LEO F. MOORE, Charleston, West Virginia,
Vice President and Superintendent Ivy Branch Coal Co., Charleston, is a native of Malden, West Virginia, born February 15, 1891. Mr. Moore has been in the coal business ten years, and was formerly connected with the Black Betsey Coal & Mining Co. as traveling salesman.

HERBERT S. MOORE, Charleston, West Virginia,
Secretary Ivy Branch Coal Co., Charleston, was born in Handley, West Virginia, and has been in the coal business since 1915, the entire time with the Ivy Branch Coal Co. Before he became connected with his father's coal interests he was with Lewis Hubbard & Co., wholesale grocers.

NEW RIVER COAL COMPANY

Charleston, West Virginia

The New River Coal Co. was organized June 1, 1909, by certain mines in the New River District for the purpose of marketing their coal in the different markets of the country. The New River Coal Co. represents and sells the coal of the following companies, on the line of the Virginian Railway, in Raleigh and Wyoming Counties: MacAlpin Coal Co., MacAlpin; Slab Fork Coal Co., Slab Fork; Sullivan Coal & Coke Co., Sullivan, and Alpha Pocahontas Coal Co., Alpoca.

Also the following West Virginia companies on the line of the Chesapeake & Ohio Railway: Scotia Coal & Coke Co., Rush Run; Star Coal & Coke Co., Red Star; Beechwood Coal & Coke Co., Claremont; Beury Bros. Coal & Coke Co., Echo; South Side Co., Caperton; Branch Coal & Coke Co., Elverton; Export Coal Co., Lawton; Laurel Creek Coal Co., Lawton; Quinnimont Coal Co., Quinnimont; Hemlock Hollow Coal & Coke Co., Lawton; Greenwood Coal Co., Lawton; Turkey Knob Coal Co., Macdonald.

The mines enumerated above produce approximately 1,800,000 to 2,000,000 tons of coal. Tidewater shipments made to both Newport News and Sewall's Point.

The officers of the company are as follows: G. H. Caperton, President; Geo. W. Jones, Vice President; W. H. Warren, Secretary; C. D. McCoy, Treasurer; Directors—G. H. Caperton, E. W. Knight, John Laing, C. C. Beury, Geo. Lawton, W. G. Caperton, Geo. W. Jones, W. H. Warren, Walter S. Wood.

The New River Coal Co. maintains sales offices in New York, Norfolk and Richmond, Virginia, Greensboro, North Carolina, Cincinnati, Ohio, with general offices at Charleston, West Virginia. The company has a contract for the shipment of 1,250,000 to 1,500,000 tons of coal to New England through the New England Coal & Coke Co. of Boston, Mass. The company ships coal into all markets and is a producer of all grades of smokeless coals.

The Export Agent is Fred R. Rohe, Inc., No. 1 Broadway, New York City; Tidewater Agent, A. G. Ayers, Citizens National Bank Building, Norfolk, Virginia; Eastern Representative, W. H. Warren, American National Bank Building, Richmond, Virginia; Southern Sales Agent, C. W. Lee, Greensboro, North Carolina; Western Sales Agent, G. W. Tuohy, Union Central Life Building, Cincinnati, Ohio.

JOHN LAING, Charleston, West Virginia, President Wyatt Coal Co., Charleston, is a native of Scotland, born August 24, 1865. Mr. Laing has been in the coal business thirty-six years. He is also President of the MacGregor Coal Co., MacAlpin Coal Co., and MacBeth Coal Co. His ancestors have long been connected with mining industries and he seems to have inherited their ability to develop rich mining lands. The Wyatt Coal Co., of which he is President, operates twenty mines in Kanawha, Raleigh, Logan and Gilmer counties, with a daily output of 18,000 tons.

T. J. ROBSON, Charleston, W. Va., Sales Manager Wyatt Coal Co., Charleston, was born April 7, 1882, in Malden, West Virginia, and has been interested in the coal business seven years. Mr. Robson is also Auditor of the Wyatt Coal Co., Main Island Creek Coal Co., MacGregor Coal Co. and MacAlpin Coal Co. and Secretary of the MacBeth Coal Co.

Main Island Creek Coal Company

Omar, Logan County, West Virginia

One of the big factors in the Logan field is the Main Island Creek Coal Co., located on the Chesapeake & Ohio Railway in Logan County. The company has twelve operations now active and twelve additional operations are under construction. The daily capacity is 8,000 tons.

The company has the following officers: John Laing, President; J. E. Barlow, General Superintendent, and John B. Lee, Assistant Superintendent. Mr. Laing, the President, has developed many prosperous coal mining companies in West Virginia, and is one of the best known and most successful coal operators in that State.

The company has recently established a sales department at 303 Robson-Prichard Building, Huntington, West Virgnina, with E. J. Payne in charge as General Sales Manager, Mr. Payne directing the sale of the entire output of the Main Island Creek mines from that point. Branch sales offices have also been established as follows: At Cincinnati in charge of C. T. Randall, with office in the Union Central Building; at Detroit in charge of W. L. Walton, with office in the Dime Savings Building; at Toledo in charge of E. S. VanHart; at Richmond, Indiana, in charge of E. E. Longstreth, and at Chicago in charge of D. M. Cohen.

THE CARBON FUEL COMPANY,
Cincinnati, Ohio,
Was organized in 1902 by J. R. Thomas and C. A. Cabell of Charleston, West Virginia. Its executive offices are in Charleston and its mines on Cabin Creek, Kanawha County, West Virginia Twelve mines are being operated under the supervision of Mr. C. A. Cabell, Vice-President and Manager of the company. The tonnage has been developed to two and one-half million tons annually, due to a careful and intelligent study of market requirements and satisfactory service to its patrons

Mr. J. R. Thomas, the President, is located at Charleston. The sales of the Carbon Fuel Co. are in charge of Mr. W. J. Magee, with headquarters at the Cincinnati office, who has been identified in this capacity since the company's organization.

R. B. COBB, Charleston, West Virginia,
Deputy State Inspector, Charleston, was born in Kanawha County, West Virginia, January 11, 1872, and has been identified with the coal industry thirty-two years. Mr. Cobb passed all his life in the mines and held every position in the operating end of the business. He is a self-educated man and never went to school a day in his life, applying himself in all his spare moments to getting an education. He has been with the government since 1913.

F. M. FISHER,
Charleston, West Virginia,
Late President F. M. Fisher Coal Co., Charleston, was a native of Lewistown, Pennsylvania, born in 1854. Mr. Fisher had been identified with the coal industry ten years, and was connected with the Pennsylvania Railroad thirty years. He was formerly connected with the Wattles-Fisher Coal Co. and Mill Creek Cannel Coal Co. Mr. Fisher died August 23, 1917, after having led a very active life.

QUIN MORTON, Charleston, West Virginia,
General Manager Imperial Coal Sales Co., Charleston, is a native of Charlotte, West Virginia, born January 29, 1858, and has been interested in the coal business twenty-one years. Mr. Morton is also President of the Coal Valley Mining Co., General Manager of the Imperial Colliery Co. and Christian Colliery Co. and a Director of the Wood Coal Co., Peytona Mining Co. and Christian Colliery Co. He has served as a member of the Executive Committee of the Splint and Gas Coal Association of West Virginia, Vice Chairman of the Kanawha Shippers' Association and as President of the Kanawha Coal Operators' Association.

WIGHTMAN D. ROBERTS, Charleston, West Virginia, Editor and Publisher "West Virginia Mining News," Charleston, is a native of Weaverville, North Carolina, born August 25, 1875. Mr. Roberts has been in the publishing business ten years and is author of "The Man with a Job," distributed extensively by employers to their workmen. He founded and edited the "Appalachian Trade Journal" in Johnson City, Tennessee, in 1907. He has also served as publicity representative for the New River and Winding Gulf Operators' Associations and represents several companies in the Kanawha field.

EDWIN WALTER TILDESLEY, Charleston, West Virginia, Commission Coal Purchasing Agent, with offices in the Union Trust building, Charleston, was born in Columbus, Ohio, March 20, 1891, and has been in the coal business seven years. Mr. Tildesley was formerly connected with the Halmar Coal Mining Co. and is now a stockholder and Director, handling their business on a commission basis.

N. J. WOOD,
Charleston, West Virginia,
Secretary and General Sales Manager Dickinson Fuel Co., Charleston, was born in Clay County, West Virginia, June 29, 1890, and has been interested in the coal business ten years. Mr. Wood acted as District Manager for the Halmar Coal Mining Co. four years and also served as a Director of the National Coal Jobbers Association.

WILLIAM E. WRIGHT,
Charleston, West Virginia,
Treasurer and Manager Indian Run Coal Co., Charleston, West Virginia, was born in Fayetteville, West Virginia, March 23, 1878, and has been engaged in the coal business fifteen years. Mr. Wright was formerly connected with the Winifrede Coal Co. and Sunday Creek Coal Co. The Indian Run Coal Co. has branch agencies at Dayton and Toledo, Ohio, and Detroit, Michigan, with an annual output of 1,000,000 tons.

KANAWHA VALLEY COAL CO.,
Kanawha National Bank Building,
Charleston, West Virginia.

This company was started in the spring of 1913, by Otto J. Cox, and later in the same year was incorporated and organized with Otto J. Cox as President, E. M. Cox Treasurer, and Roy Cox Secretary.

The company is the exclusive selling agent for the Valco Coal Co., Eagle Gas Coal Co., Lens Creek Coal Co., Piney-Pocahontas Coal Co., and Lincoln Coal & Coke Co., all of which are controlled by the Cox boys. The Kanawha Valley Coal Co. is also agent for the Sterling Block Coal Co., Superior Kanawha Coal Co., Britton Coal Co., and the Wehole Coal Co.

These mines are located on the Chesapeake & Ohio and Kanawha & Michigan Railways, and are in the Coal River District of the Kanawha field and the New River field.

The company handles both steam and domestic coal.

S. A. LEWIS, Chelyan, West Virginia,
President and Manager Lewis Coal & Coke Co., Chelyan, was born in New Haven, West Virginia, in 1865 and has been engaged in the coal business forty-two years. Mr. Lewis was formerly connected with the Hutchinson Coal Co. and Hutchinson Fuel Co. and is a member of the Kanawha County Coal Operators Association, Kanawha County Coal Shippers Association, Kanawha Gas and Splint Association and Chesapeake and Ohio Coal Shippers Association.

VINCENT E. GOCKE, Clarksburg, West Virginia,
Vice President and General Manager Francois Coal Co., Clarksburg, was born in Howesville, West Virginia, November 30, 1874, and has been engaged in the coal business seventeen years. Mr. Gocke is also Vice President of the Kingwood Coal Co. and President of the Aster Coal Co. He was formerly associated with the Daniel Coal Co. and Vincent Coal Co. and is a member of the Finance and Transportation Committee of the Northern West Virginia Coal Operators Association.

DANIEL HOWARD, Clarksburg, West Virginia,
President and General Manager Central Fairmont Coal Co. and Fairmont Big Vein Coal Co., Clarksburg, was born in Ireland November 19, 1848, and has been engaged in the coal business twenty years. Mr. Howard is a past President of the Central West Virginia Coal Operators Association.

BROOKS SWEARENGEN HUTCHINSON, Fairmont, W. Va., President Rich Creek Coal Co., Empire Fuel Co. and Hutchinson-Arnold Coke Co., Fairmont, was born in Monongalia County, West Virginia, July 10, 1888, and has been in the coal business seven years. Mr. Hutchinson is also interested in the Logan Mining Co.

FRANK EHLEN HUTCHINSON, Logan, West Virginia, Superintendent Logan Mining Co., Logan, is a native of Fairmont, West Virginia, born October 6, 1892. Mr. Hutchinson is also Vice President and General Manager of the Rich Creek Coal Co. and Empire Fuel Co. and has been identified with the coal business four years.

BERNARD LEE HUTCHINSON, Cincinnati, Ohio, Cincinnati Manager Hutchinson Coal Co., was born in Beechwood, West Virginia, January 12, 1890, and has been in the coal business eight years. He is also General Manager of the Empire Fuel Co. and Vice President of the Rich Creek Coal Co. For five years he was with the Logan Mining Co.

JAMES FLOYD COLE, Fairmont, West Virginia, Secretary-Treasurer Rich Creek Coal Co., Fairmont, was born in Grafton, West Virginia, April 20, 1883, and has been in the coal business twelve years. Mr. Cole is also Auditor of the Empire Fuel Co., Secretary-Treasurer of the Braxton-Pittsburgh Coal Co. and Mountain State Fuel Co. and President of the Crescent Fuel Co. He was formerly identified with the Hutchinson Coal Co. and Logan Mining Co.

CHAS. H. DIFFENDERFFER,
Philadelphia, Pennsylvania,
President of the Harry B. Coal & Coke Co. of Fairmont, West Virginia, and the Blair-Parke Coal Co. at Philadelphia, Pennsylvania, was born at Baltimore, Maryland, May 23 1877, and has been in the coal business for seventeen years. He is also interested in the Abrams Creek Coal & Coke Co. and is well known in the trade.

JOHN A. CLARK, Fairmont, West Virginia,
Secretary-Treasurer Harry B. Coal & Coke Co. and Vice President Madeira-Hill-Clark Coal Co., Fairmont, was born in Cumberland, Maryland, January 22, 1855, and has been in the coal business forty years. Mr. Clark was formerly connected with the Newburg Orel Coal Co.

JOHN A. CLARK, JR.,
Fairmont, West Virginia,
General Superintendent Harry B. Coal & Coke Co., Fairmont, was born in Newburg, West Virginia, December 7, 1888, and has been in the coal business eleven years. Mr. Clark is also interested in the Harry B. Coal Co. and Salvatore Coal Co. and was formerly identified with the Madeira-Hill-Clark Coal Co.

CHARLES H. WAGGENER, Fairmont, West Virginia,
Assistant Secretary-Treasurer Harry B. Coal & Coke Co., Fairmont, was born in Newport, Kentucky, September 4, 1861, and has been in the coal business twenty years. Mr. Waggener is also Secretary-Treasurer of the Harry B. Coal Co. He was formerly identified with the Montana Coal & Coke Co.

HARRY B. CLARK, Fairmont, West Virginia,
President Harry B. Coal Co., Fairmont, was born in Newburg, West Virginia, December 19, 1882, and has been in the coal business fifteen years. Mr. Clark is also interested in the Harry B. Coal & Coke Co. and was formerly connected with Madeira-Hill-Clark Coal Co.

THOMAS WATSON ARNETTE, Fairmont, West Virginia,
President and General Manager Antler Coal Co., Fairmont, West Virginia, was born in Rivesville, West Virginia, August 29, 1868, and has been in the coal business twenty-five years. Mr. Arnette has also acted as President of the Har-Mar Coal Co. and was previously connected with the Hutchinson Coal Co. and Consolidated Coal Co.

ALEXANDER R. WATSON,
Fairmont, West Virginia,
President Alexander R. Watson Co., Fairmont, was born in Taylor County, West Virginia, September 25, 1879, and has been in the coal business three years. Mr. Watson is also President of the Initial Fuel Co. and Old Dominion Coal Co. and a member of the West Virginia Coal Operators Association.

W. D. NORTH,
Fairmont, West Virginia,
Sales Manager Alexander R. Watson Co., Fairmont, was born in Baltimore, Maryland, May 24, 1888, and has been in the coal business three years. Mr. North is also General Manager of the Initial Fuel Co. and Old Dominion Coal Co. He is a member of the West Virginia Coal Operators Association.

GEORGE DE BOLT,
Fairmont, West Virginia,
Secretary and General Manager Red Rock Fuel Co., Fairmont, was born at Masontown, Pennsylvania, October 30, 1858, and has been in the coal business thirty years. Mr. De Bolt was formerly connected with the Montana Coal & Coke Co., West Fairmont Coal & Coke Co. and Consolidation Coal Co.

C. H. JENKINS,
Fairmont, West Virginia,
Secretary-Treasurer Hutchinson Coal Co. and Vice President Logan Mining Co., Fairmont, was born in Barbour County, West Virginia, November 13, 1871, and has been in the coal business twenty years. Mr. Jenkins has also served as President of the Central West Virginia Coal Operators Association and Vice President of the West Virginia Coal Association.

H. H. STAGGERS,
Fairmont, West Virginia,
West Virginia Agent Moreland Coke Co., Fairmont, was born in Fairmont April 21, 1886, and has been engaged in the coal business fifteen years. Mr. Staggers is also interested in W A. Marshall & Co. He owned and operated for several years mines of his own, which he sold.

W. E. WATSON, JR.,
Fairmont, West Virginia,
General Manager Rosebud Fuel Co. and Fairmont & Cleveland Coal Co., Fairmont, was born in Detroit, Michigan, May 19, 1885. Mr. Watson has been in the coal business nine years and was formerly connected with the Fairmont Coal Co. three years.

THE E. E. WHITE COMPANY

Glen White, West Virginia

E. E. WHITE,
President and General Manager The E. E. White Co.

Every coal mining operation is just a little different from any other operation. They are modified by the personalities of their projectors and managers, by their environment, by policies put into effect and by various other factors. Concerning the E. E. White Coal Co., Glen White, Raleigh County, West Virginia, there is much that might be said of general interest to the coal trade.

The E. E. White Coal Co. operates two plants at Glen White and Stotesbury, respectively. The Glen White plant is located near the head of Shockley Creek, about eight miles southwest of Beckley, and the Stotesbury mine lies four miles due south of Glen White on Winding Gulf Creek. The former of these two operations is a shallow shaft mine, working the Beckley Seam, while Stotesbury is a drift mine in the same seam.

The company was chartered under the law of West Virginia December 26, 1907, by the following incorporators: E. E. White, Voris Auten, T. E. Snyder, Thomas M. Righter, J. M. Humphrey, A. C. Stahl, Edward Williams, B. S. Daddow, B. F. Bartho, P. A. Vought and T. Bickel.

A staff of officers and directors was chosen immediately afterwards, and it is a remarkable and significant circumstance that this staff served continuously without any change of personnel during the first ten years of its existence.

The President and General Manager is E. E. White, Glen White, West Virginia; Vice President, T. E. Snyder, Hazelton, Pennsylvania; Secretary-Treasurer, Preston A. Vought, Mount Carmel, Pennsylvania.

The Board of Directors consists of John Laing, Charles-

ton, West Virginia; Thos. H. Wickham, Beckley, West Virginia; E. E. White, Glen White, West Virginia; F. L. Buck, Ashland, Pennsylvania; J. M. Humphrey, Wilkes-Barre, Pennsylvania; Voris Auten, Mount Carmel, Pennsylvania;

C. R. STAHL,
Assistant General Manager.

Tobias Bickel, Mowry, Pennsylvania; Edward Brennan, Shamokin, Pennsylvania; C. A. Gable, Mount Carmel, Pennsylvania; Preston A. Vought, Mount Carmel, Pennsylvania; T. E. Snyder, Hazelton, Pennsylvania; and T. M. Righter, Mount Carmel, Pennsylvania.

Eighteen months after the company was organized, the shafts and drift openings were completed, towns were built and all necessary construction work perfected for the shipment of coal. Shipments began July 1, 1909, and within eight years thereafter had aggregated considerably more than 5,000,000 tons. The total coal area of the property is 5,185 acres, the greater portion of which is leased from the Beaver Coal Co.

It is interesting to note that the operations of the E. E. White Coal Co. were developed by men whose early experience was gained in the anthracite regions. They had experience in coal seams lying at all angles of formation, from 0 degrees to 90 degrees, and of varying thicknesses. On the Board of Directors were two former operators, two present anthracite operators, one general manager, and one mining engineer of the anthracite fields. On the operating force there are not only officials and foremen, but many engineers, miners and day men from the same fields. Just as the English, Welch and Scotch miners brought into the anthracite fields many of the methods of European mining, so have these anthracite men introduced into the development and working of the West Virginia mines methods in vogue in the Pennsylvania anthracite regions. That this preparatory knowledge has been a valuable asset to the E. E. White Coal Co. is indicated by the success of its operations.

Especially has the personality of the directing spirit of the enterprise impressed itself upon the development of the company. President and General Manager E. E. White began his business career as a trapper boy in the mines, and from that humble position in the coal-mining industry he advanced steadily through every job in the mining series until his indomitable will and lofty ideals found adequate opportunity for expression in the development of this company, founded by himself, and now enjoying a degree of success, compatible with the genius for business which he has imparted to the activities of the concern.

President White was born near Plymouth, England, in 1858, and has been engaged in the coal business forty years. He is a Director of the McAlpin Coal Co. of McAlpin, West Virginia, and is also interested in Pennsylvania anthracite mines. He was formerly President and General Manager of the Beckley Coal & Coke Co. and the Columbus Collieries and President of the Winding Gulf Operators Association of West Virginia.

The influence of President White is perhaps nowhere more conspicuously shown than in the social opportunities which the employes of the company enjoy. Coming up from the ranks, Mr. White has that intimate knowledge of the workingman's heart, his joys and his sorrows, his ideals of life and his appreciation of the recognition due him from his employers— that has enabled him to meet adverse labor conditions and develop among his men that esprit de corps that has made it one of the vital and influential assets of the organization. A man of this type, surrounded as he is by a staff of experienced, competent and courteous officers, has given to the growth of the company a momentum which may be recorded as one of the memorable achievements in the development of the coal mining industry in West Virginia.

The towns of both Glen White and Stotesbury have been carefully located, due regard having been given not only

R. F. ROTH,
Chief Engineer.

to convenience of mine operation, but to the attractiveness of residence itself for the mine worker. Glen White in particular has an unusually favorable environment. Situated on a broad expanse of bottom land, skirted by low

hills beautifully wooded and the flat grounds sodded almost as smoothly as a college campus, the town is extremely beauteous to the visitor's eye. Great care has been exercised in the construction of buildings. Substantial miners'

J. N. COLEMAN,
Superintendent Stotesbury Mine.

houses and a wide variety of public buildings were erected to enhance the enjoyment of social life in the communities.

Mining institutes are maintained at Glen White and Stotesbury for the instruction of employes wishing to prepare themselves for examination for the various grades of mine foreman and for the general advancement of the mining science. Many young men have taken advantage of the educational opportuities thus afforded, thereby greatly adding to the efficiency of mine operation. An enumeration of all the commendable things done by the company's management for the benefits of its employes would require large space.

Equally careful and thorough has been the equipment of the mines with the latest appliances for promoting the skill of the men and for increasing the efficiency of operation.

In addition to the general inside foreman, a man of long and varied experience, and his assistants, each of whom has a certificate of efficiency from the State, the company employs a man whose title is "Safety Inspector" and whose duty principally is to find fault. He is expected to visit as much of the mine as possible every day, keep tab on ventilation, mine timbering, etc., report faulty conditions, instruct both company men and miners in good and safe practices and warn them against bad ones. He has full power to discharge an employe for violation of the mining laws or rules of the company.

Every entry and room in the mines is driven on lines set by the engineers. An interesting detail to the actual mine operation is the tonnage speedometer, conspicuously posted at both mines showing total output daily, monthly and annually, since the beginning of operations. A red circle by its advances indicates daily the growth of tonnage. The men thus see the progress of their work at the end of each day, and, somehow, the mines, as shown in the comparative chart, keep running at their maximum capacity. That this chart has an influence in speeding up the work of the men is clearly indicated.

The workings of the Glen White mines, covering an area of about 700 acres, are ventilated by a current of 150,000 cubic feet of air per minute. Close to the shaft bottom the intake is divided into three main splits, which are further subdivided allowing each entry a supply of from 20,000 to 30,000 cubic feet of air per minute. All permanent stoppings are stone set in cement mortar, and a force of masons is kept constantly at work building these stoppings. The return air crosses the main haulage ways via overcasts of stone and brick masonry and reinforced concrete.

All entries and rooms are connected by breakthroughs at a maximum distance of 80 feet, and where necessary brattice is carried from the last breakthrough to the face. In no part of the mines is there left a blank end, every entry or room when stopped being connected right at the face to the adjoining entry or room, thus keeping the air circulating directly across the face of the workings. Each panel before being robbed is connected at one or more places, furthest from the intake with the return airway of the entry above, so that there is always a current of fresh air passing over and through to the faces.

From the time the first pick was sunk in the opening of these mines the motto of the company has been "Safety First" and there is no danger common to coal mining that is not carefully watched. The main haulage roads in all three mines are lighted by electricity, and neatly lettered sign boards are posted in conspicuous places bearing warnings of dangerous practices and pointing out the direction to the exits.

E. E. WHITE, JR.
Chemist.

Sanitary conditions have been maintained in a most extraordinary manner. It is stated that Glen White in its ten years' existence has never developed a single contagious disease that originated within the town limits.

JARIUS COLLINS, Bramwell, West Virginia.

For thirty years this prominent citizen of West Virginia has been actively identified with the development of coal properties in that state. He was born at Clayton, Alabama, in 1859, and embarked in the coal business when a young man. He was formerly connected with the Collins Colliery Company, Glenjean, West Virginia. Mr. Collins is at present General Manager of the Louisville Coal & Coke Co., Goodwill, West Virginia, of which Isaac T. Mann, No. 1 Broadway, New York, is President. Mr. Collins is also General Manager of the Greenbrier Coal & Coke Co., McDowell, West Virginia, and of the Kimball-Pocahontas Coal Co., Big Four, West Virginia.

Mr. Collins is President of the Fourseam Block Collieries Co., Diablock, Kentucky, the Elkhornseam Collieries Co., Yeager, Kentucky, and the Hoo Hoo Coal Co., Lester, West Virginia. He is also a Director of the Pocahontas Coke Co., the Superior Supply Co., and the National Carbide Corporation, all of Bluefield, West Virginia.

He is Treasurer of the Pocahontas Operators' Association, Bramwell, West Virginia.

W. E. DEEGANS, Huntington, West Virginia,
President and General Manager W. E. Deegans Coal Co., Huntington, was born at Coal Grove, Ohio, in 1875 and has been engaged in the coal business eighteen years. Mr. Deegans is also President and General Manager of ten or twelve other concerns.

A. W. FITZWATER, Huntington, West Virginia,
Secretary-Treasurer W. E. Deegans Coal Co., Huntington, was born in Lockwood, West Virginia, October 8, 1884, and has been in the coal business fifteen years. He was previously associated with the White Oak Coal Co., Macdonald, West Virginia, and more recently with the Chesapeake Mining Co., Handley, West Virginia. Mr. Fitzwater has a wide experience in accounting and is regarded as an authority on that subject.

OTHO C. HUFFMAN,
Huntington, West Virginia,
General Sales Manager W. E. Deegans Coal Co., Huntington, was born in Harrisonburg, Virginia, April 26, 1881, and has been identified with the coal business seventeen years.

JOHN FAULKNER, Huntington, West Virginia,
General Purchasing Agent W. E. Deegans Coal Interests in West Virginia, comprising Paragon Colliery Co., Deegans Eagle Coal Co., Cub Fork Coal Co., Orville Coal Co., Guyan Valley Coal Co., Royal Block Coal Co., Sterling Colliery Co., New Pocahontas Coal Co., Virginian Smokeless Fuel Co., Miller Pocahontas Coal Co., Mullens Smokeless Coal Co., Aileen Coal Co., and Mount Hope Coal & Coke Co., was born in York County, England, in 1856, and came to the United States in the year 1890, since which time he has been actively engaged in the coal business. Mr. Faulkner is also President of The Bank of Mullens, West Virginia, and Vice President of the National Bank of Thurmond, West Virginia.

JOHN L. ROBINSON,
Grafton, West Virginia,
President Gabe Fork Coal Co., Grafton, was born in Pruntytown, West Virginia, December 5, 1867, and has been in the coal business thirty years. Mr. Robinson is also interested in the Knash, Carder and Lynn mines.

A. J. KING, Huntington, West Virginia,
President and General Manager Aracoma Coal Co., Huntington, was born in Salineville, Ohio, May 19, 1874, and has been in the coal business thirty years. He is also President and General Manager of the Sunbeam Coal Co., Eagle Island Coal Co. and Thermo-Pocahontas Coal Co. Mr. King was formerly connected with the Pittsburgh Coal Co., H. C. Frick Coke Co., Pocahontas Consolidated Collieries Co., New River Collieries Co., Virginia Iron Coal & Coke Co., and James W. Ellsworth & Co., and in 1909 was in the Department of Mines of West Virginia.

GEORGE DONALD MILLER, Huntington, West Virginia,
Vice President Trinity Coal Co., Huntington, was born in Huntington December 20, 1888, and has just been in the coal business two years. Mr. Miller is also interested in the Don Coal Co., Sekay Coal Co., Alonzo Coal Co., Trinity Coal Co., and Waldon Coal Co.

FRANK ENSLOW,
Huntington, West Virginia,
Prominent operator of Huntington, West Virginia, was born in that city in 1882. Mr. Enslow followed the legal profession until two years ago when he entered the coal business. He is actively identified with the Sekay Coal Co., Don Coal Co., Sharlow Coal Co., Eagle Island Coal Co., West Virginia Standard Coal Co., and five or six others. Mr. Enslow is always ready to promote any proposition for the improvement of Huntington or the good of the coal trade and is President of the Day and Night Bank, first of its kind in this part of the United States.

HARVEY H. MORRIS, Huntington, President West Virginia Standard Coal Co. and Kentucky Elkhorn By-Product Coal Co., and Vice President Elkhorn Collieries Co., Huntington, was born at Coalburg, West Virginia, April 11, 1873, and has been engaged in the coal industry since January 1, 1916. He is also interested in the Huntington By-Product Coal Co. and Virginia Elkhorn By-Product Coal Co., Huntington, operating companies in Eastern Kentucky and Virginia; also Secretary and Treasurer of the Huntington Investment Co., real estate, and the Kyle Smith Aircraft Co., builders of airplanes, both of Huntington. Prior to entering the coal business he was connected with the Chesapeake & Ohio Railway Co. for several years, as trainmaster of both the Kanawha and Guyandot coal fields, and later Superintendent at Huntington, Richmond and Ashland, Kentucky, resigning in December, 1915, to become President of the West Virginia Standard Coal Co.

W. H. CUNNINGHAM, Huntington, Consulting engineer, was born at Allentown, Pennsylvania, in 1882, and has been interested in the coal business all his life. He is a graduate of Kiskiminetas Springs Preparatory School and Lehigh University. His first coal experience was with his father, who was associated with E. J. Berwind in Pennsylvania. After graduation he went to the Pocahontas fields as mining engineer, then as a mechanical engineer and Superintendent for the Davis Coal & Coke Co. and was later Manager of Mines and General Manager for the Western Kentucky Coal Co. Mr. Cunningham went to Huntington in 1912 and is not only active in coal operations but also in many other local enterprises. He is Secretary-Treasurer of the Don Coal Co., Sharlow Coal Co., Bengal Coal Co., Eagle Island Coal Co., and Sekay Coal Co., and Secretary Trinity Coal Co. He has been Secretary of the West Virginia Coal Association since its organization in 1915 and Secretary of the Kentucky Mine Owners Association, and represents West Virginia on the Red Cross Advisory Board for the Potomac Division.

ALBERT J. CONNELLY, Huntington, West Virginia.
Vice President and Sales Manager Clear Creek Coal Co., Huntington, was born in Foster, Kentucky, November 7, 1877. Mr. Connelly has been in the coal business fifteen years and was formerly identified with the Sunday Creek Coal Co., Toledo, Ohio, and Norfolk & Chesapeake Coal Co. and Producers Coal Co. of Cincinnati, Ohio.

PAUL HARDY,
Huntington, West Virginia,
President Monte Coal Co., Huntington, was born in Columbus, Ohio, in 1877 and has been in the coal business twenty years. He was previously connected with the Island Creek Coal Co. and Pond Creek Coal Co. He was in charge of one of the very first operations in the Logan field.

LITZ-SMITH FUEL COMPANY

Huntington, West Virginia

The Litz-Smith Fuel Co. was organized March 30, 1915, with main offices at Huntington, West Virginia, for the purpose of handling the output of the mines of the Litz-Smith interests, this output amounting to about 750,000 tons a year with a prospective development of 2,500 to 3,000 additional acres, owned by Litz & Smith on the extension of the Chesapeake & Ohio road from Man to Gilbert.

The officers of the Litz-Smith Fuel Co. are as follows: R. R. Smith, President; A. Z. Litz, Vice President; W. P. Neekamp, Secretary and Treasurer.

The mines of the Litz-Smith interests now operated include two mines of the Shamrock Coal Co., Logan, West Virginia, which was organized October 5, 1909. These mines are known as Litz-Smith Nos. 1 and 2, with a daily output of 1,350 tons, in the Island Creek seam.

The Litz-Smith Coal Co., organized March 27, 1914, operates at Accoville, West Virginia, what is known as Litz-Smith mine No. 3, with a production of 750 tons a day in the Eagle Gas seam.

The Litz-Smith Island Creek Coal Co., Chauncey, West Virginia, organized March 30, 1915, operates what is known as Litz-Smith mine No. 4, with a production of 1,250 tons a day in the Island Creek seam.

All of the above mines are on the Chesapeake & Ohio Railway in Logan County, West Virginia.

The Litz-Smith Pocahontas Coal Co., situated on the Dry Fork Branch of the Norfolk & Western Railway in McDowell County, West Virginia, was organized March 30, 1915, and has a production of 10,000 tons a month of No. 3 Pocahontas coal.

All of the above interests, both of the company and the mines, are practically owned by Messrs. Litz and Smith, and in addition they are both largely interested in real estate and coal lands in southern West Virginia, Kentucky and Virginia.

DAN A. MOSSMAN, Huntington, West Virginia,
Prominent retailer of Huntington, is a native of Ohio, born May 13, 1860. He was formerly in the retail coal business at Portsmouth and Gallipolis, Ohio, and went to Huntington thirty-four years ago, where he started another retail yard, which he continued to operate for eight years, when he retired. Mr. Mossman is a prominent and influential citizen of Huntington and has large realty holdings there. He is an officer of six or seven of Huntington's leading industries and a tireless worker for its best interests. For eight years he was President of the Huntington Chamber of Commerce and for four years its Vice President.

W. L. ROBINSON, Kistler, West Virginia,
In charge of operations for the Bengal Coal Co., Kistler, is a native of Pennsylvania, born in 1886, and has been interested in the coal business eighteen years. Mr. Robinson opened operations for the Dry Fork Colliery Co. and was later with the Carter Coal Co. He has also been connected with the Shawmut Mining Co. in Pennsylvania.

THOMAS W. FITZSIMMONS,
Kyle, West Virginia,
General Mine Superintendent Powhatan Coal & Coke Co., Kyle, West Virginia, passed his early life in the anthracite fields of Pennsylvania and has been interested in the coal business twenty-one years. He is also connected with the Lynchburg Coal & Coke Co., Eureka Coal & Coke Co. and Elk Ridge Coal & Coke Co. as General Mine Superintendent.

C. I. LANTZ,
Morgantown, West Virginia,
General Manager Rosedale Coal Co., Morgantown, was born in Kirby, Pennsylvania, November 12, 1882, and has been engaged in the coal business five years. He is an associate member of the American Society Civil Engineers.

H. S. GAY, Shamokin, Pennsylvania.

Vice President and General Manager of the Gay Coal & Coke Co., Logan, West Virginia, since his graduation at Lafayette College, Easton, Pennsylvania, in 1882, has been interested in coal mining, starting in as a mining engineer in the anthracite fields. Later he became Assistant Engineer for the Susquehanna Coal Co., and was for ten years Superintendent for J. Langdon & Co. at Shamokin. He was the pioneer operator in the Logan field of West Virginia in 1904.

JAMES H. GENT, Fort Branch, West Virginia,
Mine Superintendent Fort Branch Coal Corp., Fort Branch, is a native of Pennsylvania, born June 12, 1871. Mr. Gent has been engaged in the coal business thirty-three years and was formerly connected with the Frieze Fork Coal Mining Co., Thacker Coal Co., Glen Alum Coal Co., Pocahontas Consolidated Coal Co. and MacDowell Coal Co. This company opened operations in this field in 1905.

FRED HAISLIP,
Logan, West Virginia,
Secretary and Superintendent of Mines. Flynn-Haislip Coal Co., Logan, was born in Woodstock, Virginia, January 10, 1887, and has been identified with the coal industry eight years. Mr. Haislip has had considerable practical experience in connection with coal mining and was previously with the Hutchinson Coal Co. in the Fairmont fields. The mine in which his firm is interested is located on the Dingess Run river.

JUDGE J. B. WILKINSON,
Logan, West Virginia,
Prominent land owner of Logan, with an extensive law practice among the coal trade, was born in Logan County, West Virginia. He is interested in the Guyan Coal Co. and Big Huff Coal Co., land holding companies, as well as many others. He acquired lands in Guyan and Main Island Creek valleys prior to the coming of any operators into these fields. Judge Wilkinson is prominent locally and very active. For sixteen years he served as county prosecutor and was elected twice, without any opposition, as State Circuit Judge, in which capacity he served twelve years, until he resigned in 1916.

THOMAS WILSON,
Logan, West Virginia,
General Manager H. T. Wilson Coal Co., Logan, is a native of Clearfield County, Pennsylvania, born June 5, 1888. He had his first experience in the coal business in the bituminous fields of Pennsylvania, where he started in as a trapper boy and then took up engineering. Mr. Wilson went to West Virginia in 1906 and this Wilson mine is one of the early openings in the Logan field. It has a five-foot seam and is modern in every way, with facilities for careful preparation of coal. Mr. Wilson was also connected with Peale, Peacock & Kerr and a member of the Guyan Valley Coal Operators Association.

NEW RIVER COMPANY

MacDonald, West Virginia

A modern office building, located right in the heart of their extensive and important West Virginia mining operations, is one of the unique possessions, of which the New River Co. may not only be rightfully proud but it is one, the advantage of which in the coal mining industry will commend itself generally. From this centralized office building the executive affairs of the company are managed, the sales department as well as the producing end of the business. And a moment's reflection will show how closely these two branches of the industry are related. One advantage is that the method of preparation comes right under the watchful eye of the sales representatives and that questions relating to preparation, etc., can be settled before the car of coal starts on its way to the consumer.

The extensive product of the New River Co. is marketed for inland shipments exclusively through the White Oak Coal Co., the executive offices of which are comfortably housed in the Macdonald, West Virginia, office structure, alluded to.

R. H. Gross, President of the New River Co., is located at No. 85 Devonshire street, Boston, Massachusetts, and H. N. Sweet, Vice President, at 60 Congress street, Boston. B. F. Dowst, Secretary and Treasurer, and A. H. McIntire, Assistant Treasurer, have their offices at the Macdonald headquarters.

The extensive organization at Macdonald is headed by S. A. Scott, General Manager, whose progressive methods and wise comprehension of the multitudinous details of the coal industry are familiarly known throughout the coal industry. The operation of the mines is in charge of P. C. Thomes, Manager of Mines. In his persistent efforts towards greater efficiency, Mr. Thomes has regard not only for equipment, but his broader survey takes in as well the housing and handling of the many hundreds of men, connected with the operation of the company's mines.

In brief the policies of the company look far into the future as well as to the immediate present. The correctness of this attitude is well illustrated by a computation made recently by an

officer of the company, showing that even at the present large rate of production it would take 250 years to exhaust the company's present holdings.

The New River Co.'s operations number fifteen, five of which are located in Raleigh County and ten in Fayette County. Four of the mines are located on the Chesapeake & Ohio Railroad and eleven on both the Chesapeake & Ohio and the Virginian Railway. The company specializes in the preparation of prepared coal. The company owns outright or controls under perpetual lease a total of 50,000 acres of land underlaid with coal, some of it bearing as many as three workable seams. The Fayette County operations include those located at Lochgelly, Summerlee, Oakwood, Whipple, Scarbro, Prudence, Harvey, Collins, Dunloop and Macdonald. The Raleigh County mines are Cranberry, Nos. 1, 2 and 3, located respectively at Cranberry, Skelton and Sprague, Beckley and Mabscott. The daily capacity of the fifteen plants is 12,000 tons. These mines are equipped throughout with the latest types of electrical machinery for both mining and haulage, all standardized and interchangeable. In the recent extensive installation of this modern machinery due regard has been given to a greatly increased production in the future.

The company's Raleigh County mines all produce Sewell seam coal, which is standard for the United States navy.

The White Oak Coal Co., which markets the products of the New River company, has as officers R. H. Gross, Boston, Massachusetts, President; F. B. Dowst, Macdonald, West Virginia, Vice President; S. A. Scott, Macdonald, General Manager. "White Oak" smokeless coal products include lump, egg, mine run, steam and smithing. Shipments include tidewater, bunker and export, lake and all rail—east, west and south.

Tidewater agents are C. H. Sprague & Son, 70 Kilby street, Boston, Massachusetts. European cargo agents are Moore & Fletcher, 101 Leadenhall street, S. E., London, E. C., England.

The White Oak Coal Co. maintains branches at Chicago, Indianapolis, Richmond and Washington. The Chicago office is in charge of C. D. Ebbert, Peoples Gas building; Indianapolis office, C. W. Trowbridge, Hume-Mansur building; Washington office, L. A. Snead, Woodward building; Richmond office, A. T. Massey, American National Bank building.

PERRY CRITCHLEY THOMAS, Macdonald, Manager of Mines New River Co., Macdonald, West Virginia, was born in Scranton, Pennsylvania, January 28, 1888, and has been interested in the coal business for the past fourteen years. He is Vice President and General Manager Lick Fork Coal Co., Lick Fork, West Virginia, and a Director in the East Gulf Coal Co., and was previously with the Temple Iron Co. and the H. C. Frick Coke Co.

E. J. PAYNE, Huntington, General Sales Manager of the Main Island Creek Coal Company, with headquarters at 303 Robson-Prichard Building, Huntington, West Virginia, was born in Newport, Kentucky, March 29, 1883. He has been identified with the coal trade for thirteen years. He is a director of several operating companies and was formerly associated with the Berwind-White Coal Co.

FRED EASLEY, Omar, West Virginia, General Manager Island Creek Superior Coal Co., Omar, is a native of Virginia, born in 1872. He is also interested in the No. 5 Block Coal Co. and was formerly connected with the King Coal Co. and Mohawk Coal Co. in an executive capacity.

STAR COAL & COKE COMPANY, Red Star, West Virginia.

This company was organized in 1893. It is producing about a thousand tons of New River Smokeless Coal daily in prepared sizes. Two mines are operated, both located on the Chesapeake & Ohio Railroad.

George W. Jones, President and Manager of the company, with residence on the property, was born in Fayette County, West Virginia, and has been engaged in the coal business in Fayette County all his life. He is also interested in the Lundale Coal Co. in the Logan field, and the Slab Coal Co. and the MacAlpin Coal Co. in the New River field.

RALEIGH COAL & COKE COMPANY,

Raleigh, West Virginia

In 1901 the Raleigh Coal & Coke Co. secured a lease on 10,000 acres of land in Raleigh County, West Virginia, and in the same year began its operations under the direction of T. J. Morgan of Wellston, Ohio, the first president of the company. Mr. Morgan had been prominently identified with the Wellston Coal Co. and the Dayton Coal & Iron Co., and was generally regarded in the coal trade as one of the big and successful coal men of that district. He died November 11, 1908, at Wellston.

JOHN M. WRIGHT,
President Raleigh Coal & Coke Co.

THE LATE T. J. MORGAN,
First President Raleigh Coal & Coke Co.

During the seven years prior to his death the Raleigh Coal & Coke Co. had made remarkable progress as one of the most active producers in Raleigh county. The seams mined are known as the Beckley and Sewell. Six mines were developed, with both the Chesapeake and Ohio and the Viriginia railways as outlets. These mines have an annual capacity of 700,000 tons. One of the policies early adopted was a broad minded attitude toward the employes of the company. The homes provided are large and well kept. The mining camp, within three miles of Beckley, is an ideal one, social conditions averaging unusually high. An illustration of this is the fact that 44 autos are owned by miners in this camp.

The mines are known as drift mines, with one steel and four timber tipples. The steel tipple is 220 feet high, employing the scraper retarding conveyor and shaker screen, as well as the drag conveyor. There are three loading booms and a box car loading equipment, with coal bin attached. This is a four-track tipple, provided with the most up-to-date and modern equipment. The prominent position of the company is the result of efficient management in every department.

The officers of the company are: President, J. M. Wright Cincinnati; Secretary, A. A. Liggett; Treasurer, H. V. Stevenson; General Manager, Ernest Chilson; Superintendent of Mines, J. P. White.

President J. M. Wright is the son-in-law of T. J. Morgan, the founder of the company.

Ernest Chilson is a capable executive, whose first experience in 1890 was with B. R. & P. mines, Punxatawny, Pa. Later he went to West Virginia in charge of the Southern Coal & Transportation Co.'s operations. He was then with the Stonega Coal & Coke Co. and eleven years ago he assumed the management of the Raleigh Coal & Coke Co.

H. V. Stephenson, Treasurer, has offices at the properties and has been identified with this organization and the Morgan interests for 25 years.

A. A. Liggett, Secretary, is actively in charge of western sales, with office at 1510 First National Bank building, Cincinnati, Ohio.

Eastern sales to tidewater are handled through the Chesapeake & Ohio Coal Agency Co., Eastern Agents, Boston.

View of a Raleigh Coal & Coke Co. Tipple.

SLAB FORK COAL COMPANY

Slab Fork, Raleigh County, West Virginia

This company first began operation in 1907 at Slab Fork along the Virginian Railway. New River Coal to the amount of 300,000 tons is produced annually from four openings.

The officers of the Slab Fork Coal Co. are: G. H. Caperton of Charleston President, Malcolm Jackson of Charleston Vice President, S. P. Richmond of Charleston Secretary, and W. G. Caperton of Slab Fork Treasurer and General Manager. W. M. Warwick is Mine Superintendent.

The company has built upwards of two hundred houses in the town of Slab Fork, which are occupied by the operatives of the mines.

The mining town of Slab Fork nestles in a picturesque valley which is spanned by an immense trestle of the Virginian Railway. Living conditions are maintained at a high level. Churches, for both white and colored employes, are provided by the company with regular services on Sunday. Facilities for schooling of the children are above the average.

SULLIVAN COAL & COKE CO.

Sullivan, Raleigh County
West Virginia

This company has been operating mines in this locality since 1907. At the present time they are running three openings and producing New River Smokeless Coal, practically all for steam consumption. Shipments are made over the Chesapeake & Ohio and the Virginian railroads, mostly to Eastern territory and to tidewater. The output is sold through the New River Coal Co. of Charleston, West Virginia.

The officers of the company are: Walter S. Wood of Charleston, President; J. C. Sullivan of Tralee, Vice President; James F. Brown of Charleston, Secretary; G. G. Wood, General Manager and Treasurer, with residence on the property. F. B. Conway is Superintendent of Mines.

F. M. COOK, Terry, West Virginia,
General Manager Cook & Carter Coal Co., Terry, was born and reared in Wyoming County, West Virginia. Gaining resourcefulness in a Webster County lumber camp, he was attracted to coal mining with which in various capacities he has been identified for more than twenty-five years, his experiences ranging from coal digger to mine owner. As Mine Foreman and Mine Superintendent his practical judgment has been clearly demonstrated.

COOK & CARTER COAL COMPANY,
Terry, Raleigh County,
West Virginia.

This company is one of the newer operating companies of Raleigh County. The officers are: B. E. Carter, President; Harvey Cook, Secretary and Treasurer, and Frank M. Cook, General Manager. Mr. Carter is also President of the Raleigh County Bank at Beckley, West Virginia.

This company is located on the Chesapeake & Ohio railway at Terry, Raleigh County, West Virginia. New River Smokeless Coal of the Fire Creek Seam is produced. The company purchased 1,500 acres in fee and acquired the leasehold of an adjoining tract of 1,300 acres formerly held by the Stonewall Coal & Coke Company. The capacity of the two mines is 1,500 tons daily.

The market is reached through the agency of Nowlin Brothers, Lynchburg, Virginia.

WILLIAM R. JOHNSON, Smithers, West Virginia,
President W. R. Johnson Coal Co., Smithers, was born in Crescent, West Virginia, April 4, 1887, and has been identified with the coal industry since his graduation from V. M. I., Lexington, Virginia, about ten years ago. He is also President of the Kanawha-Gauley Coal & Coke Co., and has served as Vice President of the Kanawha Coal Operators Association. He is now serving his country in France as First Lieutenant, 322 Field Artillery, 83rd Division.

WILLIAM K. BRIDGES, Smithers, West Virginia,
Secretary and General Manager W. R. Johnson Coal Co., Smithers, was born in Richmond, Virginia, January 30, 1878, and has been in the coal business fifteen years. Mr. Bridges is also Secretary-Treasurer of the Kanawha-Gauley Coal & Coke Co. and the K. & M. Railway Coal Shippers Association.

L. D. BURNS, Ronda, West Virginia,
Treasurer and General Manager Coalburg Colliery Co., Ronda, was born in Meadow Bluff, West Virginia, May 18, 1879, and has been in the coal business since 1901. Mr. Burns is also General Manager of the Wet Branch Coal Co. He was previously connected with the Mt. Carmel Coal Co. and Gauley Consolidated Coal Co.

J. M. ORR, Wilsonburg, West Virginia,
President Orr Coal Mining Co., Wilsonburg, West Virginia, was born in Hiorra, West Virginia, March 30, 1875, and has been identified with the coal business twenty years. He is a graduate of West Virginia University and has a degree as mining engineer. Mr. Orr was formerly with the Orr Coal & Coke Co. and is a member of the Central West Virginia Coal Operators Association.

JOHN C. SULLIVAN

Tralee, Wyoming County, West Virginia

An interesting figure and prominent factor in the production of coal from the New River fields is John C. Sullivan. He is Treasurer and General Manager of the Mead-Pocahontas Coal Co., the Harty Coal Co., Barkers Creek Coal Co., Wood-Sullivan Coal Co., and the Pickshin Coal Co., with executive offices at Tralee, West Virginia.

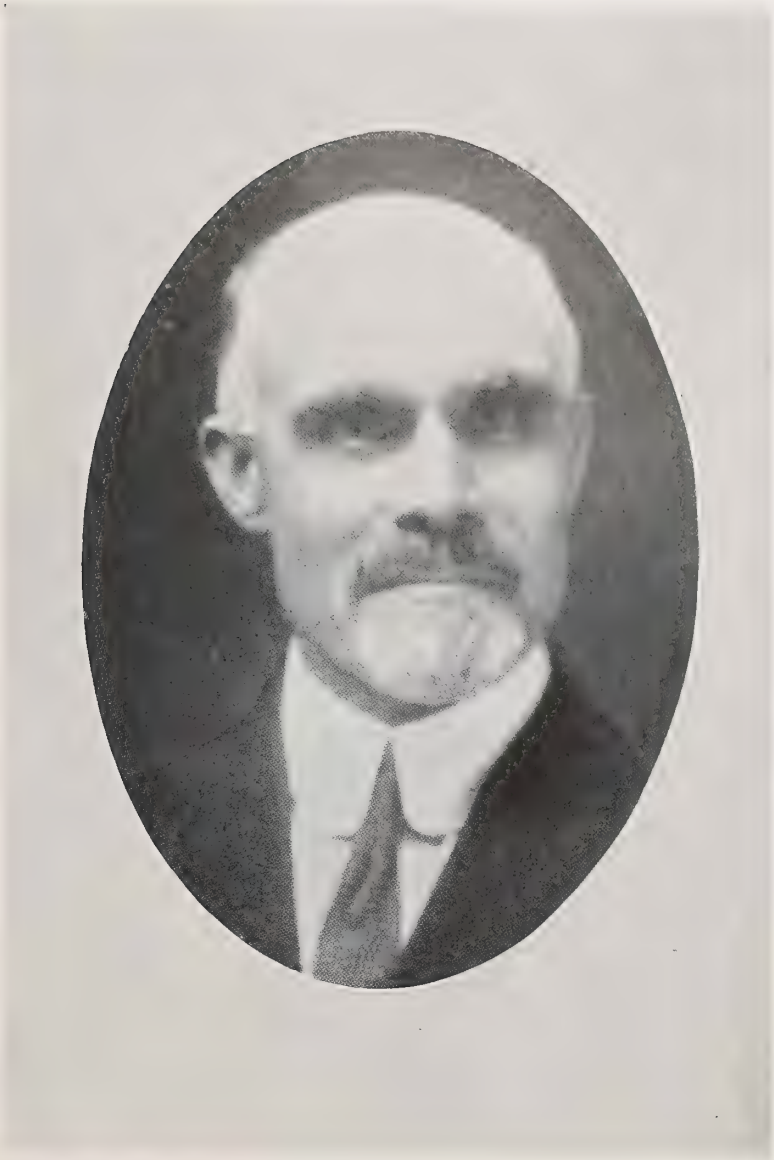
The shipping point for the Mead-Pocahontas Coal Co., which began shipments in 1913, is Mullens, West Virginia. The Harty Coal Co. ships from Tralee, West Virginia, and began making deliveries in 1915. The Barkers Creek Coal Co. ships from Barkers, West Virginia, and began in 1915. Wood-Sullivan Coal Co. has been shipping since 1916 from Vanwood, West Virginia, and the Pickshin Coal Co. since 1917, located at Pickshin, West Virginia.

Coal from all of these operations is what is known as New River-Pocahontas No. 3. Shipments are made over the Virginian and the Chesapeake & Ohio Railways. These mines are modernly equipped to prepare their coal to all required sizes.

Sales for these companies are handled by the Chesapeake & Ohio Coal Agency Co., Boston, Massachusetts, and the Raleigh-Pocahontas Coal Co., of the same city.

Mr. Sullivan was born at Coalburg, Kanawha County, West Virginia, May 29, 1868. He began work in the mines when only ten years old and has had an extended experience in the various phases of mining, having been connected with various mines throughout the Kanawha and New River valleys.

In addition to the extensive operations noted above, Mr. Sullivan has to his credit and responsibility the following official connections: President, Sabine Smokeless Coal Co., Otsego, West Virginia; President Mead-Toliver Coal Co., Stonecoal, West Virginia; President Raleigh-Pocahontas Coal Co., Norfolk, Virginia; President Bank of Wyoming, Mullens, West Virginia; Vice President, Sullivan Coal & Coke Co., Sullivan, West Virginia; Vice President, Amigo Coal Co., Amigo, West Virginia.



COLONEL WILLIAM LECKIE, Welch, West Virginia.

This striking example of the self-made coal men of West Virginia was born in Scotland in 1855. He started to work in the coal mines when ten years old. At twenty-one he migrated to America and found employment in the anthracite mines of Pennsylvania. Saving his money, he obtained an education at Dickerson College. Returning to the coal mining industry, he worked for the Reading Coal & Iron Co. and then for the Buck Mountain Coal Co.

Serving for three years as superintendent for the Lehigh & Wilkes-Barre Coal Co., he then had charge of several mines of the Lehigh Coal & Navigation Co. at Pottsville. The next two years were with the Webster Coal Co., now the Pocahontas Coal & Coke Co., followed by a service with the Loyalhanna Coal & Coke Co. Colonel Leckie was next sent to Pocahontas, Virginia, as General Manager for the Pocahontas Coal Co.

In 1906 he began acquiring coal interests of his own, and the degree of success that has attended his investments is indicated by the fact that he is President and General Manager of the following companies: West Virginia Pocahontas Coal Co.; Lathrop Coal Co.; Panther Coal Co.; Leckie Collieries Co.; Leckie Fire Creek Coal Co.; Douglas Coal Co.; Pond Creek Coal & Land Co.; Mount Rose Coal Co. Col. Leckie is also President of the Leckie Coal Co., a selling concern, and of the First National Bank of Anawalt, West Virginia.

Notwithstanding his distinctive success as a coal operator, Colonel Leckie is at heart thoroughly democratic. His camps are model ones, with modern homes, concrete walks and landscaping. His interest in social and welfare work has frequently been demonstrated in the most effective manner. His popularity with the miners is accounted for in part by the fact that he has never forgotten that he himself was a miner and the evident pride he has manifested in that circumstance on many occasions.

Colonel Leckie has also made notable contributions to the mining journals, especially to "Mines and Metallurgy."

FIRE CREEK SMOKELESS FUEL CO.

Lego, West Virginia

While it is one of the later operations of Raleigh County, the Fire Creek Smokeless Fuel Co., located on Stonecoal Creek, in the Winding Gulf Smokeless field, has made unusually rapid progress in its brief career. The company began shipments in December, 1916, operating in the Beckley and the Fire Creek seams.

The company's lease comprises 1,700 acres, containing four workable seams. It is estimated that the property contains 24,000,000 tons, which fact promises indefinite continuance of operation. Beginning with two mines, which speedily developed an output of 500 tons daily, the company have been planning an extensive increase in production. The tracks of both the Virginian and the Chesapeake & Ohio Railways reach the mines, thus affording splendid shipping facilities. The output goes principally to the east and is handled by the Eastern Coal & Export Corp. of Richmond, Virginia.

Great care has been taken in the upbuilding of the mining community, centering in these operations. Inasmuch as the construction work was recently begun, there has been every opportunity to provide the latest improvements and the mining camp may therefore be regarded as strictly modern. The houses are durably constructed and many public buildings have been erected. One interesting circumstance is that the streets all run at an angle across the valley, thereby securing perfect drainage.

E. C. Taylor is President and General Manager in active charge of this operation. He is a graduate of the Virginian Polytechnic Institute and has been actively engaged in the producing of coal for a long time, having been for thirteen years with the Keystone Coal & Coke Co. of Greensburg, Pennsylvania.

Other officers of the company are: T. F. Bailey, Jr., of Huntington, West Virginia, Vice President; and J. C. R. Taylor, of Page, West Virginia, Secretary and Treasurer.

C. L. BIDDISON, War Eagle, W. Va. President and Manager Traders Coal Co., War Eagle, was born at Glouster, Ohio, March 27, 1879, and has been identified with the coal industry eighteen years. Mr. Biddison is also connected with the Sunday Creek Co. and the Jewett, Bigelow & Brooks Coal Co.

WOOD-PECK COAL CO., Sullivan, West Virginia.

This is a 300 ton operation producing New River smokeless coal from the Beckley Seam, located in Raleigh county. The company was organized in 1910. Officers are: R. C. Jeffreds, President; J. D. Duval, Vice President and Secretary; Dr. W. W. Koiner, Treasurer and General Manager.

The output of this mine goes mostly to tidewater, shipments being made over both the Virginian Railway, and the Chesapeake & Ohio Railway. The selling is looked after by the Northern Coal Co. of Boston, Massachusetts.

The postoffice and express office of this operation is Sullivan, West Virginia, and the shipping point for coal is Woodpeck, West Virginia.

LYNWIN COAL CO.

Winding Gulf, West Virginia

Among the successful companies that have established for themselves a gratifying output of coal in the well known Winding Gulf Section of Raleigh County, West Virginia, must be mentioned the Lynwin Coal Co., which became a producing concern in the year 1906. The plant of the company is located near Winding Gulf post office. Unlike many other operations the location selected for the homes of the men is on the very top of the mountain, where the freshest and purest air is always to be had. The water is obtained from an artesian well, 600 feet deep, driven at the foot of the mountain and pumped up the mountain side 300 feet to a huge reservoir, whence it is piped to the homes of the men. The houses of the miners are not only thus provided with running water but also with electric lights and other modern improvements

E. J. Flanigan, the resident General Manager and Superintendent of the mine property, has given special study to the comforts and conveniences for the men and the policy, aside from its humanitarian side, has been in many ways of great material advantage to the company. Theaters, bath house, gardening facilities, etc., have been the means of broadening the lives of the men and securing their contentment.

The mines are entered by drift. The tipple is equipped with picking tables and loading booms. The seam mined is the well known Beckley. The company maintains two operations and produces from 500 to 600 tons daily. The openings are located on the Chesapeake & Ohio as well as the Virginian Railway and shipments are made via either road. Although the bulk of the company's product goes to tidewater, much of it also finds western markets. Sales are handled by the Eastern Coal & Export Corp. of Richmond, Virginia.

The officers of the company are as follows: President, C. L. Goodwin, Greensburg, Pennsylvania; Vice President, P. P. Griffin, Lock Haven, Pennsylvania; Secretary and Treasurer, P. C. Lynch, Blue Jay, West Virginia; General Manager and Superintendent, residing on the property, E. J. Flanigan.

WEST VIRGINIA—Bluefield

W. F. BANE, Vice President Bluefield Coal & Coke Co., Bluefield, West Virginia, is a native of Virginia.

C. L. BORDEN, Shipping Agent Wm. C. Atwater & Co. at Bluefield, West Virginia, was born in Christiansburg, Virginia, in 1874, and has been in the coal business fifteen years, the entire time with his present company.

GARLAND RAY CARTER, President and Treasurer Carter Red Ash Collieries Co., Bluefield, West Virginia, was born in East Stone Gap, Virginia, October 6, 1889, and has been in the coal business six years. Mr. Carter is also President and Treasurer of the Buchanan Coal Co.

WILLIAM D. COFER, Secretary Bluefield Coal & Coke Co., Bluefield, West Virginia, is a native of Bedford, Virginia, born October 10, 1871, and has been in the coal business three years.

JOHN P. HOUSTON, Shipping Agent for Castner, Curran & Bullitt, Inc., at Bluefield, West Virginia, is a native of Virginia, born in 1872 and has been in the coal business sixteen years.

HARMAN WOODWARD, Sales Manager Flat Top Fuel Co., Bluefield, West Virginia, was born in Staunton, Virginia, October 23, 1888, and has been in the coal business eight years. Mr. Woodward was formerly Secretary-Treasurer of the Pocahontas Coke Co., Bluefield, West Virginia.

WEST VIRGINIA—Charleston

JOHN C. BLAIR, President and Treasurer Peytona Mining Co. and Treasurer Malleable Coal Co., Charleston, West Virginia, was born in Pennsylvania in 1884 and has been in the coal business seven years. Mr. Blair is Manager of the Eastern Petroleum Co., Vice President of the Louis F. Pryn Co., and a member of The Blair-Butler Co., a partnership. He is also a member of the Executive Committee of the Kanawha Coal Shippers Association.

CLARENCE A. BROCKMAN, General Manager Stone Cliff Coal & Coke Co., Charleston, West Virginia, was born in Virginia October 27, 1881, and has been in the coal business sixteen years. He was previously identified with the Nuttalburg Coal & Coke Co., Thurmond Coal Co. and Elk River Coal & Lumber Co.

JOHN C. BURNS, Manager John C. Burns & Co., Charleston, West Virginia, was born in Charleston June 24, 1863, and has been in the coal business seventeen years. This company owns 1,000 acres of Jefferson County land. Mr. Burns is a Director of two banks in Charleston and served ten years on the bench of the Jefferson County Court.

JAMES MARTIN, General Superintendent Wyatt Coal Co., Charleston, West Virginia, is a native of Scotland, born March 26, 1874. Mr. Martin is connected with the McGregor Coal Co., MacAlpin Coal Co. and McCaa Coal Co. He has been in the coal business for many years, beginning work in the mines at the age of thirteen, making rapid progress. Mr. Martin was formerly connected with the New River Smokeless Coal Co., New River Collieries Co. and Nichol Colliery Co. and was State Mine Inspector for five years.

SIMON P. RICHMOND, Secretary Scotia Coal & Coke Co., Charleston, West Virginia, was born in Summers County, West Virginia, January 20, 1870, and has been interested in the coal business about ten years. Mr. Richmond is also Secretary of the Cabin Creek Consolidated Coal Co., South Side Co., Slab Fork Coal Co., Chesapeake Mining Co., and Coalburg Colliery Co.

HOUGHTON A. ROBSON, former President Cardiff Coal Co., Charleston, West Virginia, was born in Cotton Hill, West Virginia, February 1, 1856, and has been in the coal business about ten years. Mr. Robson served as State Mine Inspector of West Virginia four years and was also connected with the Wyatt Coal Co. for a while.

E. H. SHONK, Vice President Webb Coal Mining Co., Charleston, West Virginia, was born in Plymouth, Pennsylvania, December 22, 1874, and has been in the coal business twenty-one years. Mr. Shonk is also Treasurer of the Shonk Land Co. and Shonk-Garrison Coal Co. Mr. Shonk's family came from the anthracite fields, where they were pioneer operators and are now big landholders in West Virginia, with valuable operations.

T. E. B. SILER, President Seng Creek Coal Co., Marsh Fork Coal Co. and Silush Coal Co., Charleston, West Virginia, is a native of Lot, Kentucky, born January 20, 1858. Mr. Siler was formerly connected with the Bird Eye Coal Co., Jellico, Tennessee.

SAMUEL G. SMITH, Manager Blue Creek Coal & Land Co., Charleston, West Virginia, was born in Philadelphia, Pennsylvania, in 1884, and has been in the coal business ten years.

H. T. SMARR is General Manager of the Central Coal Co., Charleston, West Virginia.

GEORGE R. WOOD, President and General Manager Wet Branch Mining Co., Charleston, West Virginia, is a native of Ohio, born in 1872, and has been in the coal business twenty years. Mr. Wood is also a Director of the Buffalo-Eagle Colliery Co. He was previously connected with the Pittsburgh Coal Co., Berwind-White Coal Mining Co., and the New River and Pocahontas Consolidated Coal Co.

WEST VIRGINIA—Fairmont

ULYSSES NEAR ARNETTE, General Superintendent Antler Coal Co., Fairmont, West Virginia, has been in the coal business two years.

ALVEY P. BRADY, a Director of the Monongalia Coal Co., Fairmont, West Virginia, is a native of West Virginia, born May 2, 1880, and has been in the coal business fifteen years. Mr. Brady is also a Director, stockholder and Treasurer of the Abrams Creek Coal & Coke Co. He was previously connected with L. B. Brydon & Co. and Southwestern Splint Fuel Co.

BROOKS FLEMING, JR., Assistant General Manager of Operations of the Consolidation Coal Co., Fairmont, West Virginia, was born in Fairmont July 10, 1882, and has been in the coal business seventeen years. Mr. Fleming has some other coal interests in West Virginia.

GUY B. HARTLEY, Manager Cambria Coal Co., Fairmont, West Virginia, was born in Masontown, West Virginia, June 26, 1885, and has been in the coal business ten years. Mr. Hartley is also interested in the Morgantown Coal Co., and was formerly connected with the Lehigh Coal Co. as receiver. He is a member of the American Institute of Mining Engineers and acted as Chief Mining Engineer for the Monongahela Valley Engineering Co., which represents twenty independent coal companies in West Virginia.

DAN RICHARD LAWSON, Secretary Central West Virginia Coal Operators' Association, Fairmont, West Virginia, was born in St. Paul, Kansas, January 8, 1879, and has been interested in the coal business about ten years. Mr. Lawson was formerly identified with the New River Consolidated Coal & Coke Co. and has served as Deputy Distributor in the Fairmont region for the Fuel Administration.

ERNEST MC COY, President and Manager McCoy Coal Co., Fairmont, West Virginia, was born in Fairmont October 15, 1871, and has been handling coal eleven years. Mr. McCoy is also interested in the Fairmont Fuel Co. and was formerly connected with the Fairmont Coal Co.

BERNARD HUGH MC GINLEY, Secretary-Treasurer Antler Coal Co., Fairmont, West Virginia, was born in Mauch Chunk, Pennsylvania, in 1886, and has been in the coal business four years. Mr. McGinley was formerly with the Consolidation Coal Co.

SEYMOUR MC INTIRE, President South Pittsburgh Coal Co. and South Fairmont Coal Co., Fairmont, West Virginia, was born in Fairmont in 1867 and has been in the coal business twenty years. Mr. McIntire is also interested in the Haywood Coal Co. and is a Director of four companies.

HOWARD W. SHOWALTER, President Westwood Coal Co. and Diamond Coal Co., Fairmont, West Virginia, was born in Harrisville, West Virginia, April 4, 1881, and has been in the coal business ten years. Mr. Showalter is also interested in the Rosebud Fuel Co. and Fairmont & Cleveland Coal Co.

DAVID VICTOR, President Monongah Fuel Co., Fairmont, West Virginia, was born in Fairchance, Pennsylvania, January 5, 1870, and has been in the coal business thirty years. Mr. Victor began work in the mines at the age of 17. He was later a mine inspector for the Consolidation Coal Co. He was also connected with the Fairmont Coal Co. and the Monongah Co. Mr. Victor deals in undeveloped coal lands.

JOHN MAGRUDER WOLFE, General Superintendent Jamison Coal & Coke Co., Fairmont, West Virginia, was born in Philadelphia, Pennsylvania, July 10, 1879, and has been in the coal business ten years. Mr. Wolfe was formerly connected with the Keystone Coal & Coke Co.

WEST VIRGINIA—Huntington

THOMAS F. BAILEY, Treasurer Banks Supply Co., Huntington, West Virginia, was born in Pittsburgh, Pennsylvania, in 1880, and has been in the coal business fifteen years. He is also Vice President of the Fire Creek Smokeless Fuel Co. and Kentucky Elkhorn By-Product Coal Co., and a Director of the Bengal Coal Co., Huntington By-Product Coal Co., and Sharlow Gas Coal Co.

HARRY P. JONES, JR., Secretary-Treasurer Harry P. Jones & Sons Coal Co., Huntington, West Virginia, was born in Monongahela, Pennsylvania, August 1, 1897, and has been interested in the coal business four years. Mr. Jones is also Treasurer of the West Virginia & Kentucky Coal Co., and was previously connected with the Jones-Parsons Coal Co.

WALTER WILLIAM PAYNE, retail coal merchant of Huntington, West Virginia, was born in Chillicothe, Ohio, January 21, 1881, and has been in the coal business nine years. Mr. Payne was formerly connected with the New River Co. and the McKell Coal & Coke Co.

FRED C. PRICHARD, Secretary-Treasurer Island Creek Colliery Co., Huntington, West Virginia, was born in Grayson, Kentucky, March 1, 1871, and has been interested in the coal business seventeen years. He is also Secretary-Treasurer of the Alemma Coal Co. of Switzer, Rum Creek Collieries & By-Products Co. of Yolyn, and Gilbert Coal Co., and President of the Blooming Rose Coal Co., all of West Virginia. Mr. Prichard was formerly connected with the White Oak Fuel Co., Falls Colliery Co. and Belleciare Coal Co.

WEST VIRGINIA

CHARLES JACOB ADAMS, Superintendent Madeira-Hill-Clark Coal Co., Wilsonburg, West Virginia, was born in Clarion County, Pennsylvania, January 24, 1858, and has been in the coal business forty-eight years. Mr. Adams was formerly connected with the Thacker Coal & Coke Co., Red Jacket Consolidated Coal & Coke Co., and Borderland Coal & Coke Co.

J. BLAINE AGEE, Superintendent Shamrock Coal Co., Logan, West Virginia, is a native of Tennessee, born February 24, 1887, and has been in the coal business ten years.

ROY E. BAILEY, Assistant Secretary Sugar Creek Coal & Coke Co., Mount Hope, West Virginia, is a native of West Virginia, born July 24, 1892, and has been in the coal business six years.

W. R. BALLARD, Superintendent Dry Branch Coal Co., Dry Branch, West Virginia, was born in Chelyan, West Virginia, August 6, 1880, and has been interested in the coal business all his life. Mr. Ballard was formerly connected with the McKell Coal & Coke Co.

FRANK DANIEL BARRON, General Superintendent Winifrede and Belmont Coal Co. and Winifrede Railroad Co., Winifrede, West Virginia, Coal Co., is a native of Ashland, Pennsylvania, born September 22, 1880, and has been in the coal business fifteen years. He is also interested in the Britton Coal Co. Mr. Barron was formerly connected with the New River Collieries Co. and Olcott Coal & Iron Co.

C. B. BATES, Auditor Kellys Creek Colliery Co., Ward, West Virginia, was born in Beatrice, Nebraska, December 11, 1884, and has been in the coal business ten years, the entire time with the present company.

WILLIAM WILKES BEDDOW, Superintendent Lundale Coal Co., Lundale, West Virginia, was born in Minersville, Pennsylvania, in 1885 and has been engaged in the coal business eighteen years. Mr. Beddow was formerly connected with the Philadelphia & Reading Coal & Iron Co., Susquehanna Coal Co., Lehigh Coal & Navigation Co., Logan Mining Co. and Kohenoor Coal & Coke Co.

JOHN WADE BELL, Secretary and General Manager Keeney's Creek Colliery Co., Winona, West Virginia, was born in Goshen, Virginia, October 26, 1882, and has been interested in the coal business twelve years. He is also Vice President of the Meadow River Smokelss Coal Co. and Secretary and General Manager of the Greenbrier Collieries Co. Mr. Bell was formerly with the Stonewall Coal & Coke Co.

JOSEPH B. BERTKE, Assistant to General Manager Winifrede Coal Co., Winifrede, West Virginia, was born in Cincinnati, Ohio, October 14, 1889, and has been in the coal business ten years.

BENNETT RANDOLPH BIAS, Williamson, West Virginia, was born in Lincoln County, West Virginia, in 1876, and has been identified with the coal business five years. He is a member of the law firm of Wiles & Bias and is also Vice President of the Matewan Coal Co., President of the Warbride Mining Co., Secretary-Treasurer of the Standard Thacker Coal Co. and a Director of the Wigarb Mining Co.

F. W. BORGMAN, Superintendent and Manager Borgman Coal Co., Tunnelton, West Virginia, was born in Harrisville, West Virginia, September 25, 1870, and has been in the coal business seven years.

JAMES G. BOYD, General Manager Blaine Mining Co., Potomac Manor, West Virginia, is a native Scotchman, born October 10, 1863, and has been interested in the coal business forty years. He was previously connected with the Davis Coal & Coke Co., Lick Branch Coal Co. and Dorchester Coal Co., and served as a State Mine Inspector two years. Mr. Boyd is the oldest mine manager in point of service on the line of the Western Maryland Railway and has filled every position in and about a coal mine, and is an expert in the business.

GEORGE S. BRACKETT, Superintendent Pittsvein Coal Co., Flemington, West Virginia, was born in Pottstown, Pennsylvania, September 15, 1875, and has been in the coal business twenty years. Mr. Brackett was previously connected with the Maryland Coal Co. and engaged in general mining engineering practice.

A. SPATES BRADY, Elkins, West Virginia, a coal operator owning a mine at Mabie, Randolph County, West Virginia, was born in Brady's Mills, Maryland, October 8, 1876, and has been in the coal business twenty years, having been connected with numerous coal companies in Northern West Virginia as mining engineer.

JOSEPH GARDNER BRADLEY, President and General Manager Elk River Coal & Lumber Co., Dundon, West Virginia, was born in Newark, New Jersey, September 12, 1881, and has been in the coal business twelve years. Mr. Bradley is a member of the Executive Committee and President of the West Virginia Coal Association and Vice President of the West Virginia Splint and Gas Coal Association.

JOHN W. BRANHAM, General Superintendent Clear Fork Coal Co., Jarrolds Valley, West Virginia, was born in Pond Gap, West Virginia, January 12, 1865, and has been in the coal business twenty years. Mr. Branham was formerly connected with the Stevens Coal Co., Cabin Creek Consolidated Coal Co. and Olcott Coal & Iron Co., all of West Virginia.

THOMAS FREDERICK BROWN, General Manager Brown Coal Co., Princeton, West Virginia, was born in Oakvale, West Virginia, in 1897, and has been interested in the coal business ten years. Mr. Brown was formerly with the Pioneer Coal Co., Princeton.

WILLIAM A. BROWN of the Brown Coal Co., Princeton, West Virginia, was born in Oakvale, West Virginia, in 1862, and has been in the coal business ten years. He was formerly with the Pioneer Coal Co., Princeton.

T. FRANK BURK, Auditor Elkins Coal & Coke Co., Morgantown, West Virginia, is a native of Yardville, New Jersey, born December 16, 1870, and has been interested in the coal business twelve years. Before coming with this company Mr. Burk was a public accountant.

AARON CARVER, Superintendent Ajax Coal Co., Fayette, West Virginia, was born in Pennsylvania in 1861 and has been in the coal business twenty years. Mr. Carver was formerly identified with Carver Bros., Montgomery, West Virginia.

T. W. CHAMBERS, Superintendent Eureka Coal & Coke Co., Eckman, West Virginia, was born in Pamplin, Virginia, March 21, 1875, and has been in the coal business twenty-one years. Mr. Chambers is also acting as Purchasing Agent for the Lynchburg Coal & Coke Co. He was formerly with the Powhatan Coal & Coke Co.

PETER THOMAS COLGAN, Vice President and General Manager Spruce Valley Coal Co., Blair, West Virginia, was born in Dublin, Ireland, September 21, 1877, and has been in the coal business thirteen years. Mr. Colgan has other coal interests in the Middlesboro, Kentucky, field. He was formerly connected with the Nicholson Coal Co., Clear Creek Coal Co. and Manring Coal Exchange, and is Receiver for the Halsey Red Ash Coal Co.

G. J. COTTRELL, General Manager Fort Defiance Coal & Coke Co., Fort Defiance, West Virginia, is a native of North Carolina, born June 4, 1889, and has been in the coal business six years. Mr. Cottrell is also manager of the Greenbrier Coal Co. of Belva, West Virginia, and Treasurer and General Manager of the Lory Coal & Coke Co., Julian, West Virginia. He was formerly connected with the Commissary department of the Paint Creek Collieries Co.

H. M. CRAWFORD, General Manager H. M. Crawford & Co. and Luella Coal & Coke Co., Philippi, West Virginia, was born in Kittaning, Pennsylvania, June 12, 1867, and has been in the coal business ten years. He is also President of the Talbot-Crawford Coal Co. Mr. Crawford was formerly with the Midland Coal & Coke Co.

FLOYD E. CUNNYNGHAM, Superintendent of Coal Mines, Pulaski Iron Co., Eckman, West Virginia, was born in Rhea County, Tennessee, January 8, 1877, and has been interested in coal and blast furnaces twenty years. Mr. Cunnyngham was formerly connected with the Dayton Coal & Iron Co., Dayton, Tennessee, and Virginia Iron, Coal & Coke Co., Roanoke, Virginia.

R. DARDEN, owner of The Darden Co., Elkins, West Virginia, was born in Murfreesboro, North Carolina, in 1867 and has been handling coal fifteen years. Mr. Darden is also interested in lumber manufacturing and banking.

HARLEY M. DAVIS, Assistant Superintendent Davis Coal & Coke Co., Davis, West Virginia, was born in Salem, West Virginia, February 16, 1876, and has been in the coal business thirty years. Mr. Davis was previously identified with the Consolidation Coal Co.

ALEXANDER CAMDEN DAWSON of Deegans Eagle Coal Co., Accoville, West Virginia, was born in Clay County, West Virginia, July 30, 1881, and has been in the coal business ten years. Mr. Dawson was chief engineer of railroad construction ten years.

HENRY DEEM, Superintendent Cannelton Coal & Coke Co., Cannelton, West Virginia, was born in Volcano, West Virginia, September 22, 1873, and has been in the coal business a quarter of a century. Mr. Deem was formerly with the Sunday Creek Coal Co. and M. A. Hanna Coal Co.

J. W. DEVISON, General Superintendent of Mines, New England Fuel & Transportation Co., Grant Town, West Virginia, was born in Westville, Nova Scotia, Canada, November 10, 1871, and has been in the coal business twenty-five years. Mr. Devison is also interested in the Jewett, Bigelow & Brook Coal Co. of Twin Branch, West Virginia. He was formerly connected with the Dominion Coal Co., H. C. Frick Coke Co., and Crows Nest Pass Coal Co.

THOMAS F. DOWNING, General Manager Yuma Coal & Coke Co. and Monitor Coal & Coke Co., Wilkinson, West Virginia, is a native Englishman with thirty years' experience in the coal business.

ARTHUR HAMILTON FENIMORE, Vice President Right Fork Coal Co., Ivyton, West Virginia, was born in Claremont, West Virginia, January 4, 1889, and has been engaged in the coal business ten years. He is a son of J. C. Fenimore, deceased, promoter and operator of mines in the New River and Kanawha fields. Mr. Fenimore is also interested in the Sovereign Coal Co., Ivy White Ash Coal Co. and Guyandotte Coal Co., and was previously connected with the New River Co., Branchland Coal Co. and Dunglen Coal Co.

W. R. FENIMORE, President and General Manager Right Fork Coal Co., Ivyton, West Virginia, was born in Thurmond, West Virginia, September 30, 1889, and has been in the coal business fifteen years. Mr. Fenimore is a son of J. C. Fenimore, deceased, prominent promoter and operator. He is also interested in the Ivy White Ash Coal Co. and Sovereign Coal Co. and was previously connected with the Dunglen Coal Co.

HENRY L. FISHER, Superintendent Cabin Creek Consolidated Coal Co., Kayford, West Virginia, is a native of Bedford City, Virginia, born January 9, 1873. Mr. Fisher has been engaged in the coal industry twenty-three years and was previously connected with the Quinnimont Coal Co., Turkey Knob Coal Co., Southwest Virginia Improvement Co., Virginia Pocahontas Coal Co., Dun Loop Coal Co., and Holly Coal Co.

JAMES P. FLANAGAN, President and General Manager Flanagan Coal Co., Welch, West Virginia, was born in Silver Creek, Pennsylvania, August 21, 1868, and has been an operator ten years. Mr. Flanagan is also interested in the Cumberland Cannel Coal Co. In his youth he worked for the Philadelphia & Reading Coal & Iron Co. at their Eagle Hill colliery in Pennsylvania.

H. H. FLETCHER, Superintendent Quincy Coal Co., Quincy, West Virginia, was born in Dot, Virginia, July 22, 1886, and has been in the coal business five years. He holds the degrees of Bachelor of Science and Master of Arts from William and Mary College.

WILLIAM GANTZ, Mine Foreman for the Rosemont Coal Co., Rosemont, West Virginia, was born in Uniontown, Pennsylvania, in 1873, and has been connected with the coal industry thirty-two years. Mr. Gantz was formerly with Marshall & Jameson. He is also interested in the Pitcairn Coal Co. of Pennsylvania.

C. M. GATES, President and General Manager Matewan Coal Co., Williamson, West Virginia, was born in Scottdale, Pennsylvania, October 17, 1870, and has been in the coal business thirty-five years. He is also Vice President and General Manager of the Wigarb Mining Co., Williamson. Mr. Gates was formerly with the H. C. Frick Coke Co. and subsidiaries fifteen years and Crystal Block Coal Co. five years.

HARRY S. GAY, JR., General Superintendent The Gay Coal & Coke Co., Logan, West Virginia, was born in Lykens, Pennsylvania, April 7, 1889. He is a graduate of the Department of Mines, Lehigh University, and has been engaged in the coal business six years.

RICHARD GERSTELL, JR., Secretary-Treasurer Davis Coal Mining Co., Grafton, West Virginia, was born at Keyser, West Virginia, July 11, 1880, and has been in the coal business seventeen years. Mr. Gerstell was formerly connected with the Century Coal Co., Davis Colliery Co. and Davis Bryden Coal Co.

JOHN C. GILMOUR, Superintendent Litz-Smith Island Creek Coal Co., Chauncey, West Virginia, is a native of Scotland, born May 5, 1886, and has been in the coal business fifteen years. Mr. Gilmour was formerly connected with the Carbon Fuel Co. and Quincy Coal Co.

PATRICK A. GRADY, Superintendent of Mines, Boone County Coal Corp., Clothier, West Virginia, was born in Ashley, Pennsylvania, February 15, 1882, and has been engaged in the coal business twenty-two years. Mr. Grady is Secretary and a Director of the Fourseam Block Colliery Co., Hazard, Kentucky. He was formerly State Mine Inspector, Twelfth District, West Virginia, for five years, General Superintendent of the Davy Pocahontas Coal Co. for three years and a safety and efficiency engineer for the Collins interests in West Virginia and Ohio until he became connected with his present company in 1917.

FLOYD HACKETT, Secretary Hackett Coal Co., Cedar Grove, West Virginia, was born in Shiawassee County, Michigan, September 25, 1893, and has been in the coal business eight years.

SAMUEL HACKETT, President and General Manager Hackett Coal Co., Cedar Grove, West Virginia, was born in Tuscola County, Michigan, December 5, 1872, and has been in the coal business twenty-five years. Mr. Hackett's first experience was in the mines of Michigan. Later he was in a retail coal business at Flint, Michigan. He founded the Caledonia Coal Co. and Consumers Coal Co. of Saginaw, Michigan. He is a member of the Kanawha County Coal Shippers' Association.

CHARLES A. HARMON, Chief Electrician Cabin Creek Consolidated Coal Co., Kayford, West Virginia, was born in Raymond City, West Virginia, August 19, 1877, and has been identified with the coal business seventeen years. Mr. Harmon was formerly connected with the Marmet Coal Co., Beury-New River Coal Co., Piney Mining Co. and Ephraim's Creek Coal Co.

WILLIAM T. HARVEY, Superintendent Argyle Coal Co., Yolyn, West Virginia, was born in Oak Hill, West Virginia, in 1888 and has been in the coal business three years.

JOHN L. HATFIELD, President Rosedale Coal Co., Morgantown, West Virginia, was born in Greene County, Pennsylvania, April 19, 1874, and has been in the coal business fifteen years.

HENRY HOUSTON HONAKER, Mining Superintendent United Pocahontas Coal Co., Crumpler, West Virginia, was born in Tazewell County, Virginia, August 4, 1873, and has been in the coal business twenty-seven years. Mr. Honaker started as door boy and worked himself up to his present position. He was formerly connected with the Ashland Coal & Coke Co. and the Pocahontas Consolidated Coal Co.

FREDERICK W. HORCHLER, Manager Horchler Coal Mining Co., Newburg, West Virginia, was born in Newburg May 28, 1869, and has been engaged in the coal business thirty-four years, thirty-two years as a mine worker and two years as an operator. He was formerly connected with the Newburg Coal & Coke Co. and Austen Coal & Coke Co.

CARL L. HORNOR, General Manager Hornor Bros., Clarksburg, West Virginia, was born in Harrison County, West Virginia, July 2, 1876, and has been in the coal business ten years. Mr. Hornor is also interested in the Stone Coal Co., Burrows Coal Co., Trainer Coal Co., and Catherine Coal Co.

WAYNE B. HORNOR, Manager The J. M. Macdonald Coal Mining Co., Clarksburg, West Virginia, is a native of Clarksburg, born in 1888, and has been in the coal business three years.

A. M. HOWERY, General Manager and Secretary East Bank Mining Co., East Bank, West Virginia, is a native of East Bank, born December 16, 1872. Mr. Howery has been connected with the coal business ten years.

EDWARD E. HUDDLESTON, General Manager Royal Coal Co., Royal, West Virginia, was born in Kanawha County, West Virginia, April 17, 1876, and has been identified with the coal trade seventeen years. He was formerly connected with the Stone Cliff Coal Co., Glendale Colliery Co., Beckley Coal & Coke Co. and Export Coal Co.

BERT C. HYLTON, General Superintendent Tidewater Coal & Coke Co. and King Coal Co., Vivian, West Virginia, was born in Virginia June 27, 1886, and has been with these companies eleven years. He was formerly with the Mill Creek Coal & Coke Co., Coaldale Coal & Coke Co. and McDowell Coal & Coke Co.

ROBERT BURNS ISNER, Secretary and General Sales Manager West Virginia Coal & Coke Co., Elkins, West Virginia, was born in Elkins December 3, 1877, and has been in the coal business fifteen years, the entire time with above company. Mr. Isner is also interested in the Inter-Mountain Coal & Lumber Co., which owns 22,000 acres of coal and timber lands in Harlan and Leslie counties, Kentucky.

NOEL V. JAMES, late Secretary-Treasurer War Eagle Coal Co., War Eagle, West Virginia, was born in Zaleski, Ohio, February 11, 1860, and was connected with the coal business twenty years. He was also interested in the Thacker Coal Mining Co. Mr. James died March 4, 1916.

WILLIAM EWART JAMES, General Superintendent Mount Carbon Co., Powellton, West Virginia, was born in Wales, Great Britain, and has been interested in the coal business sixteen years. Mr. James acted as General Superintendent for the Carbon Coal Co. and West Virginia Collieries Co. six years.

AUBREY E. JENNINGS, Secretary-Treasurer Lathrop Coal Co., Welch, West Virginia, was born in Lynchburg, Virginia, September 28, 1876, and has been interested in the coal business seven years. He is also Secretary-Treasurer of the Panther Coal Co., Leckie Collieries Co., Douglas Coal Co., Leckie Fire Creek Coal Co. and Pond Creek Coal & Land Co. Before entering the coal business Mr. Jennings had a varied experience and was later connected with the Dixon interests in the New River field.

GEORGE MILTON JONES, President and General Manager Amherst Coal Co. and Vice President and General Manager Lundale Coal Co. and Amherst Fuel Co., Lundale, West Virginia, was born in Oak Hill, West Virginia, November 12, 1886, and has been engaged in the coal business six years. He is a stockholder in various New River concerns.

C. D. JUNKINS, Sales Manager North American Coal Co., Morgantown, West Virginia, was born in Mineral County, West Virginia, March 13, 1864, and has been interested in the coal business twenty-seven years. Mr. Junkins was formerly with the H. G. Davis Coal Co., Davis & Elkins Coal Co., Davis Coal & Coke Co., J. A. Clark Coal & Coke Co., Clark Coal & Coke Co., Clark Coal Co. and Nebo Consolidated Coal & Coke Co.

THOMAS U. KEENER, Superintendent Albright Smokeless Coal Co., Tunnelton, West Virginia, was born in Newburg, West Virginia, August 17, 1878, and has been in the coal business twenty-one years. Mr. Keener was formerly with the Hite Coal & Coke Co.

C. D. M. KRAMER, Superintendent Ryan Coal Co., Clarksburg, West Virginia, was born in Catawba, West Virginia, January 7, 1869, and has been in the coal business twenty-seven years. Mr. Kramer was formerly connected with the Hutchinson Coal Co.

CHARLES B. LEE, President Lee Coal Co. and Bailey-Wood Coal Co., Glen Jean, West Virginia, was born in Elliston, Virginia, June 28, 1867, and has been in the coal business fifteen years. Mr. Lee is also Secretary of the Willis Branch Coal Co. and a Director of the Nichol Colliery Co. Before going into the coal business he practiced medicine and surgery.

FRANK M. LEE, President Alpha Pocahontas Coal Co., Alpoca, West Virginia, was born in Lynchburg, Virginia, June 30, 1873, and has been in the coal business twenty years. Mr. Lee was formerly President of the Wright Coal & Coke Co.

JOHN F. LOGAN, Mine Superintendent Algoma Coal Co., Algoma, West Virginia, was born in Jefferson, North Carolina, February 14, 1873, and has been in the coal business twenty years. Mr. Logan was formerly connected with the United States Coal Co., Gary, West Virginia, and acted as mine foreman and superintendent fifteen years.

J. EDGAR LONG, President J. E. Long Coal Co., Clarksburg, West Virginia, was born in Williamsport, Pennsylvania, January 5, 1879. Mr. Long has been engaged in the coal business for a quarter of a century and was formerly connected with the J. H. Weaver interests.

OLIVER FINLEY MC COY, Secretary Nichol Colliery Co., Glen Jean, West Virginia, was born in Chillicothe, Ohio, and has been in the coal business fifteen years. Mr. McCoy is also Secretary-Treasurer of the Kanawha, Glen Jean & Eastern Railroad Co.

C. H. MEAD of Beckley, West Virginia, was born in Belfonte, Kentucky, February 12, 1879, and has been in the coal business since 1903. Mr. Mead is identified as President with the Mead-Toliver Coal Co., Sabine Smokeless Coal Co. and Milams Fork Smokeless Coal Co. and as Secretary of the Mead-Pocahontas Coal Co. and Pickshin Coal Co. He was previously connected with the Red Warrior Coal Co. and C. H. Mead & Co. as President and Peytona Block Coal Co. as General Manager.

ERNEST M. MERRILL, President Ernest M. Merrill Engineering Co., Beckley, West Virginia, was born in Newark, Ohio, September 7, 1878, and has been in the coal business fifteen years. Mr. Merrill is Treasurer of the Mordue Collieries Co., Secretary of the Bowyer Smokeless Coal Co., real estate agent for the Wyoming-Pocahontas Coal Co. and New Flat Top Mining Co. and consulting engineer for twelve other coal companies in the smokeless coal field. He is the author of "American Coals for Export" and "Coal Mining in West Virginia." He was graduated from the Ohio State University in 1902, and is a member of the American Society of Civil Engineers and American Institute of Mining Engineers.

WILLIAM C. MITCHELL, General Manager Plymouth Coal & Mining Co., Plymouth, West Virginia, was born in Spilman, West Virginia, March 22, 1866, and has been connected with the coal business twenty-seven years. Mr. Mitchell is also interested in the Coalburg-Kanawha Mining Co. of Coalburg, West Virginia, and was formerly with Carver Bros.

ARCHIBALD ROGER MONTGOMERY, JR., General Superintendent Boone County Coal Corp., Clothier, was born in Radnor, Pensylvania, July 1, 1886, and has been interested in the coal business seven years. Mr. Montgomery was previously connected with the Beech Coal Co.

JONATHAN M. MOORE, Vice President and General Manager Monte Coal Co., Ottawa, West Virginia, was born in Bloomington, West Virginia, June 8, 1875, and has been identified with the coal business fifteen years. He is also President and Treasurer of the Ruthanne Coal Co. and Vice President and General Manager of the Big Eagle Mining Co. and was formerly with the Davis Coal & Coke Co., The New River Co., Raleigh Coal & Coke Co. and The Coal River Co. The latter company shipped the first carload of coal from Boone County in 1909. This company was succeeded by the Monte Coal Co. April 1, 1916.

THOMAS J. O'NEIL, Superintendent Ashland Coal & Coke Co., Ashland, West Virginia, was born in Pennsylvania in 1871. Mr. O'Neil has been in the coal business thirty years and was formerly connected with the Philadelphia & Reading Coal & Iron Co.

GEORGE S. PATTERSON, Secretary-Treasurer Bottom Creek Coal & Coke Co. and General Manager Sycamore Coal Co., Vivian, West Virginia, is a native of Pennsylvania, born in 1861. Mr. Patterson is a graduate of Lehigh University. He was a mining engineer for seven years and later an operator. He has served as a President of the Coal Operators Association of the Williamson field.

SAMUEL W. PATTERSON, President Sycamore Coal Co., Vivian, West Virginia, is a native of Pennsylvania, born September 24, 1863, and has been in the coal business thirty-eight years. He is also President and General Manager of the Bottom Creek Coal & Coke Co. and Vice President of the Majestic Collieries Co. Mr. Patterson was formerly with J. C. Haydon & Co., Mahanoy City, Pennsylvania.

CHARLES A. PHILLIPPI, mining engineer of the Federal Coal & Coke Co., Grant Town, West Virginia, was born in Allegheny County, Maryland, September 7, 1880, and has been in the coal business fifteen years. Mr. Phillippi was previously identified with the Consolidated Connellsville Coke Co. and the United States Steel & Wire Co. of Uniontown, Pennsylvania.

WILLIAM A. PHILLIPS, President Ashland Coal & Coke C., Ashland, West Virginia, Pemberton Coal & Coke Co. of Affinity, West Virginia, and Majestic Collieries Co. of Majestic, Kentucky, was born in Wales, England, in 1848, and has been in the coal business thirty years.

WILLIAM O. PERCIVAL, General Superintendent Island Creek Coal Co., Holden, West Virginia, is a native of Kentucky, born January 23, 1880, and has been engaged in the coal business seven years.

ALONZO D. RICE, General Manager United Pocahontas Coal Co., Worth, West Virginia, is a native Virginian, born January 11, 1857, and has been in the coal business a quarter of a century. He is also interested in the Roanoke Coal & Coke Co. Mr. Rice was previously with the Indian Ridge Coal Co., Zenith Coal & Coke Co., Roanoke Coal & Coke Co. and Vulcan Coal Co.

JAMES STEPHEN RILEY, General Manager and Secretary Manbar Coal Co., Manbar, is a native of West Virginia, born December 25, 1888, and has been engaged in the coal industry fourteen years. Mr. Riley was previously connected with the Ephraim Creek Coal Co. and Superior Pocahontas Coal Co.

JUSTUS JAY ROSS, General Manager Logan Mining Co., Logan, was born in Simpson, West Virginia, October 14, 1879, and has been in the coal business twelve years. Mr. Ross is also a stockholder in the Ross Coal Co., Island Creek Coal Land Co., Logan Mining Co., and Hutchinson Coal Co. He was formerly with the Hutchinson Coal Co. as General Superintendent.

H. H. ROTHWELL, President and General Manager Rothwell Coal Co., Dubree, West Virginia, is a native of England, born in 1867, and has been identified with the coal business in the New River field thirty years. Mr. Rothwell was formerly connected with the Nuttallburg Coal & Coke Co.

EDWIN ALLEN RUSSELL, Secretary-Treasurer Hygrade Coal Co., Keyser, West Virginia, is a native of Grant County, West Virginia, born March 25, 1878, and has been interested in the coal industry sixteen years. Mr. Russell was formerly with the Fairmont Coal Co., now known as the Consolidation Coal Co.

CLAUDE J. RYAN, General Superintendent Hutchison Coal Co., Hepzibah, West Virginia, was born in Bridgeport, West Virginia, August 27, 1876, and has been in the coal business eighteen years. Mr. Ryan is also Vice President of the Ryan Coal Co. of Hepzibah, and was formerly identified with the Monongah Coal & Coke Co. and Consolidation Coal Co. He has served as Treasurer of the Central West Virginia Coal Operators' Association, and is now serving as Treasurer of the Northern West Virginia Coal Operators Association.

CHARLES R. SANTROCK, Superintendent Black Betsey Consolidated Coal Co., Black Betsey, West Virginia, was born in Raymond City, West Virginia, February 19, 1883, and has been in the coal business eighteen years.

THOMAS A. SHEWEY, Mine Manager Grey Eagle Coal Co., Armor, Mingo County, West Virginia, Dempsey Coal Co., Armor, West Virginia, and Warfield Coal Co., Kermit, West Virginia, was born in Virginia, December 13, 1877, and has been in the coal business seventeen years. Mr. Shewey was formerly connected with the Cirris Coal & Coke Co., Margaret Mining Co., and the Traders Coal Co.

B. J. SHUMATE, Superintendent Hawley Coal Co., Clute, West Virginia, was born in Marshes, West Virginia, in 1882 and is just beginning his career as a coal man.

ERWYN A. SMITH, General Manager Jackson Coal & Mining Co., Hartford, West Virginia, was born in Cincinnati, Ohio, February 26, 1876, and has been in the coal business twenty years.

HORACE F. SMITH, Secretary-Treasurer Jackson Coal Mining Co., Hartford, West Virginia, has been with this company twenty years.

WILLIAM H. SMITH, Secretary-Treasurer Smith & Son, New Martinsville, West Virginia, was born in West Virginia in 1879 and has been handling coal twelve years.

P. M. SNYDER, President Long Branch Coal Co., Mount Hope, West Virginia, was born in Green Brier County, West Virginia, December 12, 1869, and has been in the coal business six years. Mr. Snyder is also President of the DeWitt Fuel Co. and East Gulf Coal Co. and Vice President and Sales Manager of the Pemberton Fuel Co. He is a member of the New River Association.

EUGENE SOMMERVILLE, proprietor Eugene Sommerville Coal Co., Grafton, West Virginia, was born in West Virginia, and is just beginning his career as a coal man.

HERSCHEL V. STEPHENSON, Treasurer and Purchasing Agent Raleigh Coal & Coke Co., Raleigh, West Virginia, is a native of Jackson, Ohio, born January 7, 1871, and has been identified with the coal business twenty-five years. Mr. Stephenson was formerly connected with the Wellston Coal Co., Milton Coal Co., Dayton Coal & Iron Co. and Jackson County Coal Co., all of Wellston, Ohio.

W. P. TAMS, JR., President Gulf Smokeless Coal Co., Tams, West Virginia, was born in Staunton, Virginia, in 1883 and has been in the coal business twelve years. He is also interested in the Gulf Coal Co. and Wyoming Coal Co. and was formerly connected with The New River Co. Mr. Tams has served on the Board of Governors of the Smokeless Coal Operators' Association.

J. C. R. TAYLER, General Manager Loup Creek Colliery Co., Page, West Virginia, was born in Albemarle County, Virginia, August 21, 1874, and has been interested in the coal business twenty-one years. He was formerly connected with the Gauley Mountain Coal Co., Ansted, West Virginia.

FREELAND H. TIBBETS, Superintendent Masteller Coal Co., Beryl, West Virginia, was born in Morgantown, West Virginia, August 10, 1862, and has been in the coal business forty-five years. Mr. Tibbets was formerly connected with the Lowmoor Iron Co. of Virginia and Davis Coal & Coke Co. at Beryl.

LAURENCE E. TIERNEY, Powhatan, West Virginia, is a native of Schuylkill County, Pennsylvania, born June 25, 1862, and has been identified with the coal industry thirty-two years. He is President and General Manager of the Lynchburg Coal & Coke Co. and the Eureka Coal & Coke Co., President of the Tierney Mining Co. and Mohawk Coal & Coke Co., General Manager and Secretary-Treasurer of the Elk Ridge Coal & Coke Co., Secretary-Treasurer of the Tierney Coal Co. and a Director of the Page Coal & Coke Co. and Crozer-Pocahontas Co. Mr. Tierney has served as Chairman of the Executive Committee of the Pocahontas Operators Association, Vice President of the West Virginia Board of Trade, is a member of Franklin Institute, Philadelphia, and the American Institute of Mining Engineers, New York City.

C. H. VARIAN, a retail coal merchant at Point Pleasant, West Virginia, was born in Letart, West Virginia, January 12, 1854, and has been in the coal business sixteen years. Mr. Varian operates two yards.

DOUGLAS VASS, General Sales Agent Beech Flats Coal Co., Wheeling, West Virginia, was born in Mobile, Alabama, January 27, 1878, and has been in the coal business three years. He is interested with others in stripping propositions and operating five mines in Danville, Illinois, and one at Rush Run, Ohio. They operate the largest steam shovel and largest electric shovel in the world and have an output of 2,000 tons a day when both shovels are working.

LARENZO D. VAUGHN, Grafton, West Virginia, District Mine Inspector for the State of West Virginia, was born in Whiteside, Tennessee, in 1858, and has been engaged in the coal business forty-five years. Mr. Vaughn was formerly connected with the Davis Coal & Coke Co.

VICTOR STOCKTON VEAZEY, President and General Manager Sunset Mining Co., Mount Hope, West Virginia, was born in Pratt, West Virginia, February 20, 1883, and has been in the coal business two years. Mr. Veazey is also interested in the DeWitt Fuel Co. He is connected with the McKell Coal & Coke Co. and several other companies as Chief Engineer.

C. L. VOGELSANG, President and General Manager The Elkland Coal Mining Co., Clay, West Virginia, was born in Gallia, France, January 27, 1886, and has been in the coal business six years. Mr. Vogelsang is also interested in the Domestic Coal Co. of Wellston, Ohio. He was formerly connected with the Domestic Coal Co., Hickory Ash Coal Co., and Elliott Splint Coal Co.

E. V. WALKER, Superintendent Branch Coal & Coke Co., Elverton, West Virginia, was born in Fayetteville, West Virginia, January 8, 1886, and has been in the coal business ten years. Mr. Walker was formerly identified with the New River & Pocahontas Consolidated Coal Co.

LAWRENCE WILEY, General Manager Piney Creek Coal Co., Sullivan, West Virginia, was born in Raleigh County, West Virginia, in 1883, and has been engaged in the coal business eighteen years. He was formerly with the Pocahontas Consolidated Collieries Co., United States Coal & Coke Co., and Sullivan Coal & Coke Co.

JOHN AUGUSTINE WILLIS, Secretary-Treasurer and Manager Coalburg-Kanawha Mining Co., Coalburg, West Virginia, was born in Rock Hall, Jefferson County, West Virginia, September 17, 1877. Mr. Willis is a graduate of the West Virginia University and has been handling coal seventeen years. He was formerly connected with the Coalburg-Kanawha Coal Co., Winifrede Coal Co., Kanawha & Hocking Coal & Coke Co., and Kelly's Creek Mining Co.

G. H. WISSER, President and a Director of the Haywood Coal Mining Co., Shinnston, West Virginia, was born in Dravosburg, Pennsylvania, in 1880. He has been with his present company eight years.

GEORGE WOLFE, Treasurer and General Manager Winding Gulf Colliery Co., Winding Gulf, West Virginia, was born in Camden, New Jersey, August 2, 1874, and has been in the coal business twenty years. He is also General Manager and Treasurer of the Superior Pocahontas Coal Co. of Davy. He is a member of the Executive Committee of the West Virginia Coal Operators Association, of the Executive Committee of the Tug River Coal Operators Association and of the Winding Gulf Coal Operators Association. Mr. Wolfe was previously connected with Berwind-White Fuel Co.

G. G. WOOD, General Manager Sullivan Coal & Coke Co., Sullivan, West Virginia, is also a stockholder in the Wood Coal Co.

WISCONSIN

WITH a climate that makes fuel consumption in winter time not a matter of choice but one of necessity, and with a manufacturing rank, based on the value of its products, among the first ten states of the Union, it is not strange that Wisconsin should be ninth in total normal coal consumption nor that its fuel requirements from the per capita and square mile basis are comfortably above the average for the United States as a whole. Producing no coal herself, the state, nevertheless, is not only a worth while buyer of the coals from other commonwealths fortunate enough to have the commodity of commodities within their own borders, but through its lake ports also serves as a distributor for substantial tonnages of eastern coal moving westward.

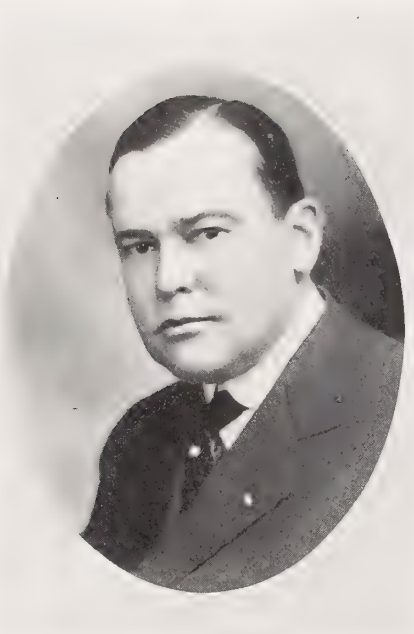
In 1915 the total fuel requirements of the state, exclusive of railroad and steamship consumption, was set at 9,382,249 tons by the United States Geological Survey. Of this tonnage 1,730,000 tons were credited to the Pennsylvania anthracite fields. Analysis of the bituminous figures, totaling 7,652,249 tons, throws an interesting sidelight upon the strength of the western lake markets for eastern coals. Despite the greater proximity on a strictly mileage basis to the Illinois fields, over 60 per cent. of the coal, other than the anthracite mentioned, consumed within the state that year was received via the Great Lakes. The lake tonnage was nearly four times that furnished by Illinois. In detail, the figures were as follows: Lake tonnage, 4,883,000; Illinois, 1,260,188; Indiana, 128,190; Kentucky, 379,644; Ohio, 10,428; Pennsylvania, 142,694; Virginia, 9,000; West Virginia, 839,195 tons. The per capita consumption was 3.34 tons (2.64 bituminous and .70 anthracite) as against the general average of 2.82 tons. The square mile consumption was 167 tons, 44 tons greater than the average for the country as a whole.

The principal dock points of Wisconsin are, of course, Superior and Milwaukee. Statistics in connection with the first named port have been treated with those of Duluth, reported under Minnesota. Milwaukee statistics, as compiled by the Milwaukee Chamber of Commerce, show the following situation for the past five years:

Receipts.	1913.	1914.	1915.	1916.	1917.
Lake	5,228,770	4,950,578	4,865,205	4,590,384	3,948,096
Car ferry...	322,708	158,664	212,183	359,824	238,191
All-rail	308,785	250,852	193,157	246,174	987,613
Total	5,860,263	5,360,094	5,270,545	5,196,382	5,173,900

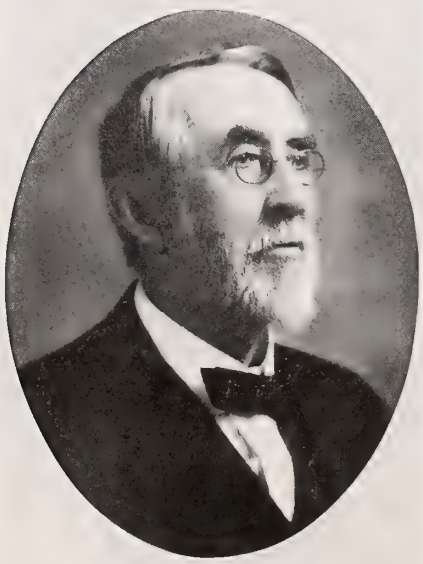
The anthracite receipts by lake for the above years were as follows: 1913, 1,153,406 tons; 1914, 1,061,704; 1915, 1,088,434; 1916, 853,217; 1917, 922,538 tons. Bituminous receipts were as follows: 1913, 4,075,364; 1914, 3,888,874; 1915, 3,776,771; 1916, 3,737,167; 1917, 3,025,558 tons.

Shipments via rail and lake from Milwaukee during the same period have been as follows: 1913, 1,000,599; 1914, 1,468,250; 1915, 1,656,396; 1916, 1,417,543; 1917, 973,235 tons. Deducting these figures from the receipts for the same years and the tonnage consumed or held in storage at Milwaukee during the periods in question would be as follows: 1913, 4,859,664 tons; 1914, 3,891,844; 1915, 3,614,149; 1916, 3,778,839; 1917, 4,200,665. These figures include not only the coke and gas operations at the Cream City, but, presumably, also take into account railroad and vessel fuel consumption.



RICHARD W. HOUGHTON, Milwaukee, Wisconsin.
President Wilbur Lumber Co., Milwaukee, Wisconsin, was born in Milwaukee in 1869 and has been in the coal business for twenty-five years. This company has a number of yards at different points and is one of the largest and most successful in this section.

ROSSITER H. WILBUR, Waukesha, Wisconsin,
Vice President Wilbur Lumber Co., Waukesha, Wisconsin, was born in Milwaukee, Wisconsin, September 30, 1869, and has been in the coal business with this company ever since he was twenty years of age.



GEORGE H. WILBUR, Waukesha, Wisconsin,
General Manager Wilbur Lumber Co., Waukesha, Wisconsin, was born in Unadilla Forks, New York, in 1839 and has been in the coal business thirty-five years. Mr. Wilbur is Secretary and Treasurer of all the Wilbur Lumber Co.'s retail yards.

HAWLEY W. WILBUR, Waukesha, Wisconsin,
Yard Manager Wilbur Lumber Co., Waukesha, Wisconsin, was born in Burlington, Wisconsin, and has been in the coal business fifteen years. Mr. Wilbur takes an active part in all movements for the betterment of civic and trade conditions.

RAY WILBUR, Milwaukee, Wisconsin,
With the Wilbur Lumber Co. of Milwaukee, Wisconsin, was born in Milwaukee September 22, 1874, and has been in the coal business for twenty years, the entire time with this company. He is a Past President of the Illinois and Wisconsin Retail Coal Dealers' Association and a popular member of the coal trade.

SIDNEY H. BENJAMIN, Milwaukee, Wisconsin,
President S. H. Benjamin Fuel & Supply Co., 209 Grand Ave., Milwaukee, Wisconsin, is a native of Milwaukee, having been born there on March 21, 1882. He has been in the coal business for ten years and has many friends in the trade.

EDWARD CALLAWAY, Milwaukee, Wisconsin,
President Callaway Fuel Co., Milwaukee, was born in Milwaukee June 19, 1877, and has been in the coal business nineteen years. Mr. Callaway is a member of the Retail Fuel Dealers' Club of Milwaukee and a well-known member of the Milwaukee coal trade.

CLARENCE E. PATRICK, Milwaukee, Wisconsin,
Vice President Callaway Fuel Co., Milwaukee, was born in Marengo, Illinois, December 28, 1874, and has been in the coal business five years. Mr. Patrick was formerly at Rockford, Illinois, for C. M. Moderwell & Co. In 1917 he represented the National Coal Jobbers' Association at Washington.

JOSEPH RADEMACHER, Milwaukee, Wisconsin, Managing Partner of F. Wittig & Co., Milwaukee, was born in St. Marys, Wisconsin, June 30, 1870, and has been in the coal business twenty-eight years. Mr. Rademacher was formerly connected with the Gross Coal Co. and Milwaukee Coal Co. He is President of the Milwaukee Fuel Dealers' Social Club and a Director of the Illinois and Wisconsin Retail Coal Dealers' Association.

JOHN A. WITTIG, Milwaukee, Wisconsin, Co-partner F. Wittig & Co., Milwaukee, Wisconsin, was born in Milwaukee July 20, 1884, and has been in the coal business fifteen years. Mr. Wittig succeeded his father, Ferdinand Wittig, who founded this company in 1896 and died in 1906, whereupon the son formed a partnership with Joseph Rademacher. This firm specializes in charcoal, selling at wholesale and retail.

The Milwaukee-Western Fuel Company

Milwaukee, Wisconsin

The Milwaukee-Western Fuel Company was incorporated May 14, 1901. From a comparatively small beginning its growth has been steady until it has now reached the point where 3,000,000 tons of coal are handled over its docks in a season.

The company operates eight docks, all located in Milwaukee, Wisconsin, covering an area of about 85 acres, with three miles of waterfront and 6½ miles of railway sidetracks.

Equipment of the most modern type is used for the unloading of boats and the loading of cars, and for the handling, storing and preparation of coal.

Twelve boats can be unloaded at one time, the unloading rigs having a capacity of 40,000 tons in ten hours. Car loading capacity is 400 cars a day.

To properly care for its local trade the company is now operating a large fleet of motor trucks consisting of thirty 5-ton and five 2-ton trucks, having disposed of all of its teams.

Early in January of this year the general offices of the company were moved from 14 Grand avenue to large and modern quarters in the Wells Building where it occupies the entire fourteenth floor and about half of the thirteenth floor.

Officers of the company are: Edward A. Uhrig, President; Alex B. Uhrig, Vice President; Joseph W. Simpson, Vice President, in charge of City Sales; Alfred Teller, Vice President, in charge of Country Sales; William F. Ardern, Vice President and General Superintendent; Chester Moody, Treasurer; Edward U. Demmer, Secretary.

ALFRED TELLER, Milwaukee, Wisconsin,
Vice President Milwaukee-Western Fuel Co., Milwaukee, was born in Sparta, Wisconsin, November 18, 1868, and was formerly connected with the H. M. Benjamin Coal Co. Mr. Teller has a wide personal acquaintance among retail coal merchants in his territory.

CHARLES DICKIN WEEKS, Milwaukee, Wisconsin,
Manager of the Milwaukee Solvay Coke Co., First National Bank Bldg., Milwaukee, was born in Covington, Kentucky, February 6, 1876, and has been in the coal business twenty years. Mr. Weeks is also Manager of Coal Sales and Purchases of the Milwaukee Coke & Gas Co., Northwestern Iron Co., the Newport Mining Co. and Newport Chemical Works, Inc., and Vice President of Elkhorn Piney Coal Mining Co., with operations at Weeksbury, Kentucky, Powellton and Stanaford, West Virginia, and the St. Clair Coal Mining Co. with operations at Eagle, West Virginia. He was six years with the Henry F. Weaver Coal Co.

CHARLES BECKER, Milwaukee,
President Wisconsin Coal Co., with offices in the Germania Building, Milwaukee, Wisconsin, was born in Milwaukee November 14, 1873, and has been in the coal business twenty years. Mr. Becker was formerly connected with the Kanawha Fuel & Virginia Coal Co. and left these interests to form his present company in 1907. He is the oldest all-rail shipper in Milwaukee.

AUGUST J. LANGHOFF, Milwaukee, Wisconsin,
President and Treasurer North Avenue Fuel Co., Milwaukee, Wisconsin, was born at Jefferson, Wisconsin, October 29, 1866, and has been in the coal business for twenty-two years. Before engaging in the coal business Mr. Langhoff was in the grocery business. He was instrumental in organizing the Milwaukee Coal Dealers' Club in 1904 and was its President for three years, and is now a member of the Board of Directors. Mr. Langhoff has also been active in the Illinois and Wisconsin Retail Coal Dealers' Association.

C. S. DODGE, Monroe, Wisconsin,
President C. S. Dodge & Son, Monroe, Wisconsin, was born in Fulton, Wisconsin, July 31, 1861, and has been in the lumber and coal business thirty-six years. Mr. Dodge was doing a coal business in Nebraska from 1887 to 1891, when C. S. Dodge & Son and the Dodge Lumber Co. were formed at Monroe, where they now operate two yards. He was also President of the Dodge Lumber Co. until recently, when he sold his interest to his son and sister, Laroy Dodge and Flora (Dodge) Drach. He has been Treasurer of the Illinois and Wisconsin Retail Coal Dealers' Association for a number of years.

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PERCY BRAMAN, SR., President and Treasurer Braman Coal Co., Milwaukee, Wisconsin, was born in Oswego, New York, in 1863 and has been in the coal business thirty years. Mr. Braman is also President and Treasurer of the Milwaukee Coal Co. He has served as President of the Retail Coal Dealers' Association of Milwaukee. He was formerly connected with the H. M. Benjamin Coal Co., Hatfield Coal Co. and Milan Coal Co., and has been Deputy Commissioner of Public Works of Milwaukee for the past four years, also having been an alderman for several terms.

PERCY V. BRAMAN, Secretary Braman Coal Co., Milwaukee, Wisconsin, was born in Milwaukee December 3, 1885, and has been in the coal business fifteen years. Mr. Braman is also Manager of the Milwaukee Coal Co. He was formerly connected with the Kanawha Fuel Co.

HERBERT L. CONGER, General Sales Agent Central Coal Co., Milwaukee, Wisconsin, with offices in the Pabst Building, was born at Manchester, Iowa, February 25, 1860, and has been in the coal business thirty-five years. Mr. Conger was formerly connected with the North Western Fuel Co. and Milwaukee-Western Fuel Co.

HENRY COOK, JR., Manager Henry Cook Co., Milwaukee, Wisconsin, was born in Milwaukee January 4, 1894, and has been in the coal business for eight years. This business was established by Mr. Cook's father twenty-five years ago.

JOHN MILTON FISKE, JR., Sales Agent Milwaukee office of Lehigh Valley Coal Sales Co., was born in Toledo, Ohio, April 30, 1877, and has been in the coal business for seventeen years.

EDWIN A. FLEMMING, proprietor E. A. Flemming Coal Co., Milwaukee, Wisconsin, was born at Iron Ridge, Wisconsin, May 22, 1873, and has been in the coal business eighteen years. Mr. Flemming was formerly associated with J. H. Pauly and has been Secretary of the Fuel Dealers' Social Club for the past six years.

GUY F. GREGG, formerly General Sales Agent Milwaukee Gas Light Co., Milwaukee, Wisconsin, was born in Milwaukee June 27, 1869, and was in the coke business twelve years, until his resignation June 1, 1918, to become actively identified with the firm of Morris F. Fox & Co., a large bond investment house in Milwaukee, of which he has been elected Vice President. He was formerly connected with the Metropolitan Coke Co., became associated with the Milwaukee Gas Light Co. in 1905 as Manager of the Coke Department, and four years later was appointed Sales Manager, in which position he is succeeded by R. O. Jasperson, who has been connected with the company for the last five years as Advertising Manager.

ADAM GROSS, President Gross Coal Co., Milwaukee, Wisconsin, was born in Milwaukee and has been in the coal business for thirty years.

MORTON M. HOWIE, traveling salesman for the Philadelphia & Reading Coal & Iron Co. out of Milwaukee, Wisconsin, was born in Vernon, Wisconsin, January 31, 1868, and has been in the coal business thirty-two years. Mr. Howie was formerly connected with the North Western Fuel Co. and D. W. Howie.

FRED E. JENS, Secretary-Treasurer Kipp Fuel Co., Milwaukee, Wisconsin, was born in Chicago, Illinois, July 13, 1887, and has been in the coal business for eleven years.

EDWIN W. LANGHOFF, Vice President and Secretary North Avenue Fuel Co., Milwaukee, Wisconsin, is a son of A. J. Langhoff. He was born in Chicago, Illinois, February 1, 1893, and has been in the coal business for six years.

EDMUND T. McDONALD, Sales Agent Philadelphia & Reading Coal & Iron Co. in Milwaukee, Wisconsin, was born in Milwaukee July 7, 1861, and has been in the coal business thirty-two years. Mr. McDonald was formerly connected with F. R. Buell & Co. and was Skout of the Order KoKoal. He has a wide acquaintance and stands high in the trade.

ADAM R. MUTH of Jacob Muth & Co., Milwaukee, Wisconsin, is a native of Milwaukee, born October 15, 1885, and has been in the coal business fifteen years.

JACOB MUTH, President and Treasurer Jacob Muth & Co., Milwaukee, Wisconsin, was born in Germany December 5, 1854, and has been in the coal business for thirty-five years. Mr. Muth was formerly associated with William Callaway & Co. and is a Director of the Fuel Dealers' Social Club of Milwaukee.

J. E. MUTH (MRS.), co-partner of Jacob Muth & Co., Milwaukee, Wisconsin, was born in Germany April 16, 1862, and has been actively engaged in this company for fourteen years.

CARL G. PAULI, General Sales Manager Wisconsin Coal & Dock Co., Milwaukee, Wisconsin, was born in Davenport, Iowa, in 1874 and has been in the coal business thirty years. Mr. Pauli was formerly connected with the Pennsylvania Coal & Supply Co.

JAMES PHELPS, Secretary-Treasurer B. F. Berry Coal Co., Milwaukee, Wisconsin, was born at Galland, Iowa, April 1, 1867, and has been in the coal business for twenty-seven years. Mr. Phelps was formerly connected with the Philadelphia & Reading Coal & Iron Co., Ohio Coal Co., Western Coal & Coke Co., Peninsular Coal Co., Standard Coal Co., and King Knob Coal Co.

REINHOLD SCHMIDT, Treasurer North Side Coal Co., Milwaukee, Wisconsin, was born in Germany in November, 1868, and has been in the coal business for twenty-one years.

W. J. SUTTON, President and Treasurer W. J. Sutton Fuel & Cartage Co., Milwaukee, Wisconsin, has been in the coal business thirty-one years. Mr. Sutton was a Director of the Milwaukee Retail Coal Dealers' Association for three years.

EDWARD A. UHRIG, President Milwaukee-Western Fuel Co., Milwaukee, Wisconsin, was born in Milwaukee March 26, 1862, and has been in the coal business forty years. Mr. Uhrig was formerly connected with the B. Uhrig Fuel Co. He is highly respected in his community and is a prominent leader in the coal trade.

WISCONSIN

FREDERICK C. ARNOLD, Manager Arnold Fuel Co., Oshkosh, Wisconsin, is a native of Oshkosh, born May 20, 1852. Mr. Arnold has been retailing coal for twenty-six years.

JEROME BAKER, Manager Whitewater Lumber Co., Whitewater, Wisconsin, was born in Rockford, Illinois, November 22, 1868, and has been in the coal business thirty years. Mr. Baker is also Vice President Rockford Lumber & Fuel Co. and President Whitewater Commercial & Savings Bank. He was formerly connected with the Minnesota Lumber Co. Mr. Baker is highly regarded and has many friends in that section.

GEORGE S. BALDWIN, retail coal merchant of Kenosha, Wisconsin, was born at Stanstead, Canada, March 24, 1835, and has been serving the public for half a century in the capacity of retail coalman. He operates a dock in connection with his coal yard.

HARRY MERRILL BALDWIN, son of George S. Baldwin, is Manager for his father, who does a retail coal business at Kenosha, Wisconsin. Mr. Baldwin was born in Kenosha April 20, 1862, and has been in the coal business for thirty-seven years.

LAWRENCE MERRILL BALDWIN, grandson of George S. Baldwin of Kenosha, Wisconsin, and acting as cashier and office manager for him, was born at Kenosha August 5, 1890, and has been in the coal business for eight years.

STEPHEN D. BALLIET, President and Manager Balliet Supply Co., Appleton, Wisconsin, was born in Appleton in 1885, and has been in the coal business four years.

H. BARLAMENT, Manager De Pere Co-Operative Coal Co., De Pere, Wisconsin, was born at New London, Wisconsin, February 24, 1873, and has been in the coal business for fourteen years.

GEORGE F. BEEDLE, Manager Beedle Coal Co., Beloit, Wisconsin, was born in Rockton Township March 12, 1865, and has been in the coal business for twenty years.

GUSTAV BESKE, retail coal merchant at Atwater, Wisconsin, was born in Dodge County, Wisconsin, February 24, 1873, and has been in the coal business for ten years.

RICHARD J. BLOEDEL, proprietor of the Bloedel Fuel Co., Fond du Lac, Wisconsin, was born October 4, 1856, and is a native of Wisconsin. Mr. Bloedel has been in the coal business for twenty years and succeeds his father, Henry Bloedel.

WILLIAM C. BOHENSTEDT, retail coal merchant of Arcadia, Wisconsin, was born at Trempealeau, Wisconsin, October 2, 1870, and has been retailing coal for eleven years.

FRED BOSSERT, proprietor of the Bossert Coal Co. of Grand Rapids, Wisconsin, was born in Hennepin County, Minnesota, and has been in the retail coal business for fifteen years. Mr. Bossert has a very modern, well-equipped coal yard.

ALBERT M. BREHM, Secretary-Treasurer Brehm Bros. Co., retailers at Burlington, Wisconsin, has been in the coal business for forty-five years. Mr. Brehm is interested in the coal business with the Wilbur Lumber Co. of Milwaukee, which company does most of the buying, while Brehm Bros. attend to the distribution. The firm was established in 1868 by B. Brehm, his father.

GEORGE T. CAYSTILE, Treasurer and General Manager Carroll Coal Co., Racine, Wisconsin, was born at Sheboygan Falls, Wisconsin, December 13, 1868, and has been in the coal business for thirty years. Mr. Caystile was formerly connected with E. L. Hedstrom & Co.

FRED T. CHITTENDEN, Vice President Middleton Lumber & Fuel Co., Ripon, Wisconsin, was born in Ripon in 1883 and has been in the coal business for eighteen years.

ED. CLACK, retail coal merchant of Pittsville, Wisconsin, was born in England November 20, 1861, and has been doing a retail coal business for twelve years.

ROBERT B. CLARK, President Clark Grain & Fuel Co., Chippewa Falls, Wisconsin, was born at Beloit, Wisconsin, August 15, 1862, and has been in the coal business twenty-seven years. Mr. Clark was formerly connected with the Sunday Creek Coal Co. and Clark & Taylor.

HENRY B. COLEMAN, retailer, in business at Chippewa Falls, Wisconsin, was born at Rochester, New York, August 5, 1847, and has been in the coal business a quarter of a century.

JAMES S. CUSICK, Manager Cusick, Richards & Roberts, Oregon, Wisconsin, was born in Oregon October 15, 1857, and has been in the coal business for fifteen years. Mr. Cusick was President of the Illinois and Wisconsin Retail Coal Dealers' Association for two terms and member Board of Directors for eight years. He is one of Wisconsin's leading retailers.

H. G. DARDIS, President Dardis Lumber & Fuel Co., Burlington, Wisconsin, was born at Kenosha, Wisconsin, January 1, 1856, and has been doing a retail coal business for thirty years.

GUY V. DERING, retailer, in business at Columbus, Wisconsin, was born in Columbus September 28, 1872, and has been in the coal business twenty-one years.

J. E. DOYLE of Castle & Doyle, Madison, Wisconsin, was born in Madison in April, 1875, and has been in the coal business for twenty years. J. H. Castle is the other member of the firm, which is one of the largest retail concerns in the state.

J. H. DUNNE, retail coal merchant of Cedarburg, Wisconsin, was born March 13, 1849, in Cedarburg and has been in the coal business ten years.

FRANK M. DURKEE, proprietor F. M. Durkee & Son, Lake Geneva, Wisconsin, was born at Heuvelton, New York, in 1854 and has been in the coal business almost forty years. He is one of the best known retailers in southern Wisconsin.

C. L. DUVALL, Secretary-Treasurer Kewaunee Grain Co., Kewaunee, Wisconsin, was born in Kewaunee February 8, 1893, and has been handling coal at retail for five years. He is now in the Service.

H. E. EASTMAN, Manager Eastman Lumber Co., Platteville, Wisconsin, was born at Georgetown Wisconsin, October 17, 1870, and has been in the coal business ten years.

NATHAN WALTER ELLIS, retail coal merchant at Sparta, Wisconsin, was born at Mazomanie, Wisconsin, March 19, 1871, and has been in the coal business two years.

EMIL EMMERT, Superintendent Lehigh Valley Coal Sales Co., Superior, Wisconsin, was born in Wyandotte, Michigan, November 7, 1871, and has been in the coal business for twenty-one years. Mr. Emmert was formerly connected with Coxe Bros. & Co., Inc.

C. H. FINTEL, President C. H. Fintel Co., Genesee Depot, Wisconsin, was born at Blue Grass, Iowa, in 1862 and has been in the coal business for thirty years. Mr. Fintel was Vice President of the Illinois and Wisconsin Retail Coal Dealers' Association for one year and Treasurer for two years.

W. G. FISHER, proprietor of the Berlin Produce Co., Berlin, Wisconsin, was born July 26, 1888, in Chicago, Illinois, and has been in the coal business for two years.

MAURICE L. FITZGERALD, President Fitzgerald & McDonald, Tomahawk, Wisconsin, was born at Oshkosh, Wisconsin, March 1, 1866, and has been in the coal business for eight years.

CHARLES E. FLOYD, Manager C. E. Floyd & Sons, Eureka, Wisconsin, was born November 23, 1855, at Aurora, Wisconsin, and has been in the coal business for seven years.

ALEXANDER W. FLUEGEL, General Superintendent of Docks, Island Creek Coal & Dock Co., Superior, Wisconsin, was born in Germany February 4, 1881, and has been in the coal business sixteen years. Mr. Fluegel was formerly connected with the Jones & Adams Co. and Pittsburgh Coal Co.

HARVEY B. GAINES, Manager C. B. Gaines' Sons Co., Bristol, Wisconsin, was born in Bristol December 3, 1878, and has been in the coal business for twenty-three years, the entire time with above company.

JOHN L. GASPAR, retail coal merchant of Waukesha, Wisconsin, was born in New York City May 19, 1837, and is of French descent, his parents having been natives of France. They were married in New York City. Mr. Gaspar came to Waukesha September 3, 1841, and has been in the coal business forty-five years. Mr. Gaspar was formerly connected with Kendick & Gaspar, Gaspar & LeClear and Gaspar & Lyons.

CLEVE D. GATES, Secretary-Treasurer Caldwell & Gates Co., Rio, Wisconsin, was born at Maine, New York, March 30, 1866, and has been in the coal business for twenty years. This firm operates eight yards.

CHARLES E. GEORGE, Manager C. E. George Co., successors to L. Stark Co., Weyauwega, Wisconsin, was born in Burnips Corners, Michigan, December 14, 1870, and has been in the coal business thirteen years.

JOHN W. GIBSON, Superintendent North Western Fuel Co., Washburn, Wisconsin, was born at Bryn Mawr, Wales, November 28, 1871. Mr. Gibson has been in the coal business for twenty-two years, the entire time with the above company.

WILL McCLURE, JR., retail coal merchant at Prairie du Chien, Wisconsin, was born at Prairie du Chien May 24, 1879, and has been in the coal business for three years.

CHARLES H. GITTNER, Secretary and Treasurer Gittner Coal & Supply Co., Waukesha, Wisconsin, was born in Waukesha November 15, 1897, and has been in the coal business a year.

HENRY L. GITTNER, President Gittner Coal & Supply Co., Waukesha, Wisconsin, was born in Waukesha January 25, 1867, and has been in the coal business twenty-one years.

MRS. LILLIAN I. GITTNER, Vice President Gittner Coal & Supply Co., Waukesha, Wisconsin, was born in Waukesha in 1871 and has been interested in the coal business fifteen years.

WALTER E. GLEASON, Secretary and General Manager Consumers Lumber & Coal Co., Portage, Wisconsin, was born at Madison, Wisconsin, January 17, 1872, and has been in the coal business eight years. Mr. Gleason, before coming with this company, was with the Brittingham & Hixon Lumber Co., North Star Lumber Co. and Walker Lumber Co.

FRANK E. GREEN, retail coal merchant of Fort Atkinson, Wisconsin, was born at Alfred, New York, May 23, 1862, and has been retailing coal for ten years.

ALAIS GROSS, Secretary-Treasurer Gross & Jacobs Co., Stevens Point, Wisconsin, was born at Kelhausen, France, January 21, 1860, and has been in the coal business for twenty-five years.

VIVIAN HARVEY, President V. Harvey & Son, Platteville, Wisconsin, was born at Benton, Wisconsin, in 1856 and has been in the coal business eight years.

ROLAND C. HARVEY, Secretary-Treasurer V. Harvey & Son, Platteville, Wisconsin, was born at Highland, Wisconsin, in 1888 and has been in the coal business for seven years.

WILLIAM B. HAWKINS, General Sales Agent C. Reiss Coal Co., Sheboygan, Wisconsin, was born in Litchfield, Illinois, June 15, 1862, and has been in the coal business a quarter of a century. Mr. Hawkins was formerly connected with the Sunday Creek Coal Co. and has many friends in the coal trade.

WILLARD S. HEDDLES, Secretary-Treasurer and General Manager Brittingham & Hixon Lumber Co. and Heddles Lumber Co. of Madison, Wisconsin, was born at Edgerton, Wisconsin January 17, 1861, and has been in the coal business twenty-nine years.

CHRISTIAN HENNINGSEN, retailer of Oakfield, Wisconsin, was born at Nakskov, Denmark, and has been in the coal business twenty-three years.

CHARLES H. HILL, Manager Beloit Lumber Co., Beloit, Wisconsin, was born in Washington, Maine, November 12, 1871, and has been in the coal business seven years. Before engaging in the coal business Mr. Hill was in the shoe business sixteen years, fourteen years as a traveling salesman. He is one of the Directors of the Illinois and Wisconsin Retail Coal Dealers' Association, and this company, which does a large wholesale and retail business, is a branch of the Rockford Lumber & Fuel Co. of Rockford, Illinois.

PETER J. HOFFMAN, retail coal merchant of Black River Falls, Wisconsin, was born at Hixton, Wisconsin, February 10, 1868, and has been in the coal business for fifteen years.

CHARLES E. HOOK, retail coal merchant of Cumberland, Wisconsin, was born at Independence, Iowa, December 8, 1874, and has been in the coal business three years.

ALBERT HOLLISTER of Delavan, Wisconsin, proprietor of A. Hollister & Sons, Williams Bay, Wisconsin, was born in Williams Bay June 15, 1854, and has been in the coal business thirty-five years. Mr. Hollister formerly did business at Manchester, Iowa, under the firm name Hollister Lumber Co. When the old Northwestern Coal Association was formed at Minneapolis he was its first President and held office for three years, and is at present Mayor of the city of Delavan. Mr. Hollister has retired from active work, his sons having taken up his interests.

F. W. HURLBUT, Secretary-Treasurer F. Hurlbut Co., Green Bay, Wisconsin, was born in Green Bay in 1880 and has been in the coal business sixteen years.

C. W. IRISH, well-known retail coal merchant of Clinton, Wisconsin, was born in Clinton August 1, 1850, and has been in the coal business since 1900.

PAUL F. IRWIN is a member of the firm of the Struck & Irwin Fuel Co., Madison, Wisconsin. He has been seventeen years in the coal business, formerly with the Milwaukee-Western Fuel Co., Hunter W. Finch & Co., C. Reiss Coal Co., and Spring Valley Coal Co. He was born at Farmersburg, Indiana, August 10, 1877, and is well known to the western retail trade.

DAVID C. JACKA, President Mineral Point Dray & Coal Co., Mineral Point, Wisconsin, was born in Mineral Point January 28, 1869, and has been in the coal business three years.

ALDEN O. JOHNSON, buyer for J. B. Johnson & Sons, Neenah, Wisconsin, was born at Waupaca, Wisconsin, June 28, 1885, and has been in the coal business for four years.

ELMER S. JOHNSTON, General Manager Johnston Fuel & Warehouse Co., Baraboo, Wisconsin, was born at Ironton, Wisconsin, August 29, 1882, and has been in the coal business for fifteen years. He was formerly connected with the H. M. Johnston Lumber Co.

JULIUS KNOBLAUCH, retail coal merchant at Prescott, Wisconsin, was born in New Trier, Minnesota, June 29, 1860, and has been in the coal business seven years.

BENJAMIN EMORY KELLOGG, Owner and General Manager H. Kellogg & Son, Oconomowoc, Wisconsin, was born in Oconomowoc March 24, 1867, and has been in the coal business thirty-three years. Mr. Kellogg is a former Vice President of the Illinois and Wisconsin Retail Coal Dealers' Association.

JACOB BERNARD LAUN, retailer, in business at Kiel, Wisconsin, was born August 5, 1863, in Germantown, Wisconsin, and has been in the coal business fifteen years. Mr. Laun is connected with Laun Bros. at Elkhart Lake, Wisconsin, A. A. Laun Co. at New Holstein, Wisconsin, and Laun Bros., Wausaukee, Wisconsin.

ELMER I. LINDOW, President West Allis Fuel & Supply Co., West Allis, Wisconsin, was born in Manawa, Wisconsin, November 29, 1878, and has been in the coal business ten years. Mr. Lindow was formerly connected with Meigs & Lindow, Inc. J. A. Raniszewski is Secretary-Treasurer of the company.

T. F. MACKMILLER, retail coal merchant of Iron River, Wisconsin, was born at Watertown, Wisconsin, December 17, 1861, and has been retailing coal for eighteen years.

JOHN MALONE, doing a retail coal business at Hammond, Wisconsin, was born at Cylon, Wisconsin, and has been in the coal business for fourteen years. He was formerly connected with Keyes & Malone.

CHARLES LELAND MARSTON, President Marston Bros. Co., Appleton, Wisconsin, was born in Hardwick, Vermont, February 5, 1860, and has been in the coal business thirty-five years. Mr. Marston is a charter member and organizer of the Illinois and Wisconsin Retail Coal Dealers' Association and was on its Executive Committee for many years.

JOHN I. MAYER, Sales Agent Gross Coal Co., Milwaukee, Wisconsin, was born at Menasha, Wisconsin, November 17, 1872, and has been in the coal business twenty-two years. Mr. Mayer was formerly connected with the Lehigh Valley Coal Sales Co.

ALEXANDER A. McDONELL, Manager Tarbox & McDonell, Ashland, Wisconsin, was born at Alexandria, Ontario, August 17, 1858, and has been in the coal business for twenty years. He was formerly connected with the Lake Superior Coal Co.

EDW. M. McDONALD, Manager and Treasurer Fitzgerald & McDonald of Tomahawk, Wisconsin, was born at De Pere, Wisconsin, August 13, 1876, and has been in the coal business eight years.

JAMES H. MEADE, proprietor Iron County Lumber & Fuel Co., Hurley, Wisconsin, was born in Greenland, Michigan, August 17, 1872, and has been in the coal business for eight years.

BLASE W. MEIDL, proprietor Whitelaw Lumber Yards, Whitelaw, Wisconsin, was born at Franklin August 12, 1878, and has been in the coal business thirteen years.

WILLIAM W. MENZIES, proprietor of Plowright & Menzies, Janesville, Wisconsin, was born in Rock Prairie March 22, 1872, and has been in the coal business twelve years.

H. L. MEYER, proprietor of H. L. Meyer & Co., Hilbert, Wisconsin, was born at Kiel, Wisconsin, June 3, 1879, and has been in the coal business fourteen years. Mr. Meyer is also interested in the Sherwood Lumber Co. of Sherwood, Wisconsin. He is a former member of the Membership Committee of the Illinois and Wisconsin Retail Coal Dealers Association.

HERBERT O. MEYERS, part owner in Meyers & Schallert Lumber Co., Johnson Creek, Wisconsin, was born at Verona, Wisconsin, in 1864, and has been in the coal business for a quarter of a century. Mr. Meyers resides at Evansville, Wisconsin.

E. L. MILLS, senior member of Crump & Mills, Lake Mills, Wisconsin, was born at Whitewater, Wisconsin, February 9, 1862, and has been in the coal business for twenty-five years. He was connected with Hubbs & Mills from 1893 to 1910.

FERDINAND C. MINTZLAFF, retail coal merchant of Grafton, Wisconsin, was born in Grafton January 20, 1864, and has been in the retail coal business eighteen years.

WILLIAM C. MITCHELL, President and Treasurer Port Washington Fuel Co., Port Washington, Wisconsin, was born in Milwaukee in March, 1871, and has been in the coal business twenty-seven years. Mr. Mitchell was formerly connected with the North Western Fuel Co., D. W. Howie and Geo. S. Eastman.

C. F. MOHR, retail coal merchant of Portage, Wisconsin, was born in Germany December 31, 1845. Mr. Mohr has been doing a retail coal business for thirty years.

B. A. MORGAN, proprietor of the Morgan Co., Hurley, Wisconsin, was born in Canada in 1878 and has been retailing coal for ten years.

V. L. MORISETTE, Manager Marion Lumber & Fuel Co., Marion, Wisconsin, was born at Wausau, Wisconsin, July 21, 1882, and has been in the coal business ten years. Mr. Morisette was formerly connected with the Heddles Lumber Co.

OLOF J. OLSON, Manager Cambridge Lumber & Fuel Co., Cambridge, Wisconsin, was born April 16, 1855, in Cambridge and has been in the coal business about twenty years. Mr. Olson was formerly connected with the Cambridge Lumber Co.

R. L. PANKRATZ, retail coal merchant of Menasha, Wisconsin, was born in Menasha March 21, 1892, and has been in the coal business for two years. He was formerly associated with W. W. Pankratz.

PETER N. PETERSON, retail coal merchant of Amherst, Wisconsin, was born in Norway May 1, 1850, and has been in the coal business for twenty years. He has served as a Director of the Illinois and Wisconsin Retail Coal Dealers' Association.

CHRIS J. POMMER, retail coal merchant of Waupaca, Wisconsin, was born in Denmark, April 10, 1869, and has been in the coal business fifteen years.

P. A. RICHARDS, retail coal merchant of Durand, Wisconsin, was born in New York in 1854 and has been retailing coal for twenty years.

MARTIN J. ROACH, retail coal merchant of Greenleaf Wisconsin, was born in Chilton, Wisconsin, December 16, 1864, and has been in the coal business for eleven years.

BEN H. RODERICK, proprietor of the Roderick Lumber Co., Brodhead, Wisconsin, was born in Brodhead in 1883 and has been in the coal business eleven years. Mr. Roderick is also owner of the Juda Lumber & Fuel Co., Juda, Wisconsin, a branch yard.

W. R. RULAND, retailer, in business at Bangor, Wisconsin, was born in New York December 13, 1861, and has been in the coal business for five years.

A. H. RUSCH & SON CO., doing a retail coal business at Reedsville, Wisconsin, have been in the coal business twelve years.

A. B. SAUNDERS, Manager T. A. Saunders & Son, Milton, Wisconsin, was born at Walworth, Wisconsin, September 4, 1880, and has been in the coal business for fifteen years.

TRUMAN A. SAUNDERS, proprietor of T. A. Saunders & Son, Milton, Wisconsin, was born at Berlin, New York, January 4, 1844, and has been in the coal business at the same location twenty-seven years. Mr. Truman is a charter member of the Wisconsin Lumber Dealers' Association.

WILL H. SCHALLERT, President and General Manager Meyers & Schallert Lumber Co., Johnson Creek, Wisconsin, was born at Watertown, Wisconsin, December 10, 1876, and has been in the coal business for twelve years.

GEORGE SCHWEIGER, proprietor Beaver Dam Wood Co., Beaver Dam, Wisconsin, was born in Beaver Dam April 28, 1866, and has been in the coal business for ten years.

GEORGE W. SHEPHERD of Shepherd Bros., Platteville, Wisconsin, was born in Platteville March 17, 1859, and has been in the coal business for eight years.

THOMAS A. SHEPHERD of Shepherd Bros., retailers at Platteville, Wisconsin, was born in Platteville April 28, 1861, and has been in the coal business for eight years.

J. P. SHERIDAN, retail coal merchant of Kendall, Wisconsin, was born at Kenosha, Wisconsin, November 19, 1859, and has been in the coal business for eleven years.

AUGUST SIEFERT, President and Manager Aug. Siefert Hardware Co., Reedsburg, Wisconsin, was born in Germany August 14, 1855, and has been handling coal thirty-five years. He was Postmaster under President Harrison, member of the Library Board many years, and is now serving his third term as Mayor of Reedsburg.

BURTON E. SKINNER, proprietor of the Star Coal Co., Beloit, Wisconsin, was born in Beloit December 20, 1872, and has been in the coal business eleven years.

FRANCIS M. SPELLMAN, proprietor F. M. Spellman Fuel Co., Oshkosh, Wisconsin, was born at Ripon, Wisconsin, November 28, 1881, and has been in the coal business for five years. His yard is very modern and well equipped. Before going into business for himself Mr. Spellman was associated with Louis Schneider for two years.

CHARLES HENRY STEVENS, retailer of Oconto, Wisconsin, was born at Shawano, Wisconsin, January 30, 1857, and has been in the coal business for twenty-eight years. Mr. Stevens was with O'Connor & Stevens for one year.

JAS. F. SULLIVAN, retail coal merchant of Phillips, Wisconsin, is a native of Lansing, Michigan, born there September 24, 1870, and has been in the coal business for four years.

ULYSSES S. SWANN, retail coal merchant of Adell, Wisconsin, was born in the town of Sherman, Sheboygan County, Wisconsin, December 25, 1868, and has been in the coal business three years.

JOHN G. THOMAS, senior member of J. G. Thomas & Son, Dodgeville, Wisconsin, was born in Wales, Great Britain, February 15, 1854, and has been in the coal business for twelve years.

ROY J. THOMAS, junior member of J. G. Thomas & Son, Dodgeville, Wisconsin, was born at Barneveld, Wisconsin, December 26, 1882.

JOHN HENRY TIMM, President J. H. Timm Co., Plymouth, Wisconsin, was born in Winooska, Wisconsin, June 4, 1858, and has been in the coal business thirty years. Mr. Timm was formerly connected with Huson Bros. & Timm Co. He is a charter member of the Illinois and Wisconsin Retail Coal Dealers' Association.

JAS. A. URQUHART, retail coal merchant at Oconto, Wisconsin, was born in Canada in 1863 and has been in the coal business for fifteen years.

WILLIAM P. WALSH, proprietor Standard Ice & Fuel Co., Superior, Wisconsin, was born in Ireland April 20, 1866, and has been in the coal business for ten years.

FRED MASON WATTLES, Secretary and Manager of Sales Interstate Coal & Dock Co., Green Bay, Wisconsin, was born in Towanda, Pennsylvania, August 21, 1882, and has been in the coal business for eighteen years. Mr. Wattles is also a stockholder in several West Virginia and Ohio mining companies. He was formerly connected with the Rockhill Iron & Coal Co., Pittsburgh Coal Co., Marine Coal Co., Wattles-Fisher Coal Co., and Wattles Rail & Dock Co.

GEORGE MOSCRIP WATTLES, Secretary and Sales Manager Interstate Coal & Dock Co., Green Bay, Wisconsin, was born January 28, 1892, in Denver, Colorado, and has been in the coal business seven years. He was formerly connected with the Wattles-Fisher Coal Co. and the Wattles Rail & Dock Co. and was North Western Sales Agent for the Interstate Coal & Dock Co. at Minneapolis, Minnesota, until December, 1917, when he was transferred to the main office at Green Bay, Wisconsin, in his present capacity.

DAVID R. WILLIAMS, senior partner of Williams & Davies, Cambria, Wisconsin, was born in Wales, Great Britain, and has been in the retail coal business twenty-two years. Mr. Williams was formerly connected with Williams & Roberts.

W. G. WOHLFEIL, Manager Walker Lumber Co., Columbus, Wisconsin, has been in the coal business seven years. Mr. Wohlfeil bought the interests of Scoular & Lawrence.

ALVIN F. ROTE, retail coal merchant of Monroe, Wisconsin, is a native of Monroe, born July 5, 1858. Mr. Rote has been retailing coal for fifteen years.

MABEL WOLKE, Secretary Fitzgerald & McDonald, Tomahawk, Wisconsin, was born in Tomahawk July 4, 1892, and has been interested in the coal business eight years.

W. M. WORKMAN, Secretary De Pere Co-Operative Coal Co., West De Pere, Wisconsin, was born in Ripon, Wisconsin, December 13, 1850, and has been in the coal business for ten years.

PETER J. YERLY, Secretary Cargill Coal Co., LaCrosse, Wisconsin, was born at Braidwood, Illinois, October 6, 1872, and has been in the coal business for twenty-four years. Mr. Yerly was formerly connected with the General Wilmington Coal Co., Park County Coal Co., Buchanan Coal Co. and William Maltby.

WYOMING

THE ESTIMATED tonnage of coal in the ground in Wyoming exceeds that of any other state in the Union with the possible exception of North Dakota. This is the striking statement made by the United States Geological Survey. The coal reserves of Wyoming, moreover, are superior to those of the Dakota claimant for first honors in that, while the North Dakota deposits are almost entirely lignitic, the coal bearing formations of Wyoming range from sub-bituminous to a medium grade of bituminous coal. The unmined tonnage, estimated at 424,000,000,000 tons, is attributed to the large number of coal bearing formations in the state, the great number and thickness of the beds—one in the southwestern part of the state is 90 feet—and the size of the coal fields which underlie about half the area of Wyoming.

The Powder River field, which lies in the basin between the Black Hills and the Bighorn Mountains and extends from the North Platte River to the Montana state line, is the largest of the districts now under exploitation. This field contains approximately 15,000 square miles, of which at least 11,000 square miles are known to contain beds of workable thickness. This field furnishes about 20 per cent. of the production of the state. The principal operations are at Sheridan, Monarch and Dietz in Sheridan County, and at Cambria in Weston County.

From the point of view of present productive activity, however, the Powder River field is outranked by the Green River. This field, lying in the southwestern part of the state, contains 4,800 square miles of territory known to contain workable coal and approximately 1,200 square miles believed to be underlaid, at least partially, with coal of workable thickness. There are also 20,000 square miles in this field in which the coal-bearing formations are under such heavy cover that ultimate recovery is considered doubtful. Sweetwater County is the center of the mining operations in this field; it is the home of the Rock Springs coal. Operations are also carried on in Carbon County. According to the latest detailed figures available, Sweetwater County contributes about 40 per cent. of the production of the state.

Second in importance from the production side is the Bear River region in Uinta and Lincoln counties, which produce about 25 per cent. of the coal mined in Wyoming. The product of this field is largely bituminous. The Kemmerer district is the most important in this field. Another field that has been attracting greater attention during the last decade is the Bighorn in the northern part of the state. The Hanna field in the eastern part of Carbon County is the home of the Hanna mines of the Union Pacific Railroad and one of the older fields in point of development. Among the fields that have not as yet come to the front rank are the Wind River basin in Fremont County; the Henrys Fork, southwestern Sweetwater County; Muddy Creek field, Fremont County; Fall River basin and Upper Green River fields in Uinta and Fremont counties, and the Mount Leidy, Lander Peak and Grays River fields in Uinta County. "The Green River and Bear River basins and a small area in Weston County produce bituminous coal. The output from the other districts is sub-bituminous."

The production history of the state began in 1865 and was probably carried on in connection with the construction of the Union Pacific Railroad; the tonnage produced that year was 800 tons. Five years later, when the railroad was completed, the output had increased to approximately 50,000 tons. The next year saw a marked increase to 147,328 tons; in 1876 it had grown to 334,550, the aftermath of the panic of '73 leaving but little impress on the volume of the output; in 1887 the 1,000,000-ton mark was left behind, and in 1891 the state passed 2,000,000 tons with a margin of 327,841 tons to spare. Production since that date is shown in the following table:

Year.	Ton.	Year.	Ton.
1891	2,327,841	1904	5,178,556
1892	2,503,839	1905	5,602,021
1893	2,439,311	1906	6,133,994
1894	2,417,463	1907	6,252,990
1895	2,246,911	1908	5,489,902
1896	2,229,624	1909	6,393,109
1897	2,597,886	1910	7,533,088
1898	2,863,812	1911	6,744,864
1899	3,837,392	1912	7,368,124
1900	4,014,602	1913	7,393,066
1901	4,485,374	1914	6,475,293
1902	4,429,491	1915	6,554,028
1903	4,635,293	1916	7,910,647

When the pressure of heavy competition from the

east is considered the operators in the Wyoming fields have succeeded to a marked degree in pushing their coals to the Missouri River and beyond, while enjoying a far western trade. In 1915, out of a total production of 6,551,028 tons, 1,721,011, or approximately 26 per cent. of the output, was shipped to various interstate destinations in the following quantities: California, 43,546 tons; Colorado, 101; Idaho, 87,619; Iowa, 16,418; Kansas, 38,540; Missouri, 1,484; Montana, 594,602; Nebraska, 363,418; Nevada, 44,523; North Dakota, 96,558; Oregon, 106,787; South Dakota, 152,350; Utah, 74,788, and Washington, 100,277 tons. The railroads absorbed 4,223,299 tons, or approximately 65 per cent. of the production. Wyoming used 609,546 tons, or approximately eight per cent. This represented by far the major portion of the total consumption of the state, its outside purchases being limited to 20,984 tons from Colorado, 50 tons from Utah, and 200 tons of Pennsylvania anthracite. The per capita consumption for the state, 2.14 tons, was .66 ton under the country average, while the square mile consumption was only six tons, against an average of 123 tons for the United States.

WYOMING

CLARENCE A. BARNARD, General Superintendent The Owl Creek Coal Co., Gebo, Wyoming, was born in Rochester, New York, March 26, 1875, and has been in the coal business nine years. Mr. Barnard is Secretary of the Northern Wyoming Coal Operators Association.

PETER KOOI, President Kooi Coal Co., well-known coal operator of Kooi, Wyoming, was born in Chicago, Illinois, and has been in the coal business about fourteen years. He was formerly Secretary and Treasurer of the Wyoming Coal Mining Co., Monarch, Wyoming, and is one of the best known and most popular coal operators in the West. He has a wide acquaintance and many warm friends in the trade.

WILLIAM DAVID BRENNAN, Assistant General Manager of The Union Pacific Coal Co., Cheyenne, Wyoming, was born October 29, 1877, in Malone, New York, and has been in the coal business seventeen years. He was previously connected with the Superior Coal Co. Mr. Brennan is serving as Secretary of the Southern Wyoming Coal Operators.

C. B. SEYMOUR, General Manager of the Carney Coal Co., Carneyville, Wyoming, was born in 1866 at Norwalk, Connecticut, and has been in the coal business thirteen years.

JAMES K. WALSH of the Carney Coal Co., retailers of coal at Sheridan, Wyoming, was born February 19, 1855, in Ontario, Canada, and has been in the coal business thirteen years.

ALASKA

ALASKA, first pictured to the country as a frozen northland that the Russian bear was glad to relinquish, then opened up with a glow of romance by the Klondike rush, still later the subject of propaganda designed to remove first impressions of Arctic harshness, has in the past year again been in the public eye—this time because of its coal deposits. These, it is claimed, with the development of the government railroad in that territory, may yet become a real factor in the coal trade history of this country.

The two fields of greatest importance at this particular time are the Bering River and the Matanuska. The Bering River field lies about 25 miles to the northeast of Controller Bay. Surveys have revealed the presence of anthracite, semi-anthracite, bituminous and semi-bituminous coal. The coal beds which geologists say may be workable vary from three to 25 feet in thickness, although at some points the maximum is still greater than that just stated. The anthracite in this field has an average fixed carbon content of 81 per cent. and the semi-bituminous 72 per cent. Some of the bituminous coal is of coking grade.

In the Matanuska field numerous coal beds, with possible working thicknesses of from three to 32 feet, have been reported. In quality the coal ranges from lignite to anthracite. "The bituminous coal, which seems to form the main body," say Alfred H. Brooks and George C. Martin, who have contributed a number of reports on the Alaskan fields to the United States Geological Survey, "appears to pass into a lignite at the west end of the field, while there is some evidence that the same coal is represented by an anthracite near the east end of the belt. The lower grade coal from this field contains from 48 to 50 per cent. fixed carbon. The bituminous coal has from 61 to 77 per cent. One analysis of the anthracite yields 84 per cent. fixed carbon. The bituminous coal can, in part, be coked. The coal measures are much folded and faulted, a condition that may prevent the economic recovery of some of the coal."

Coal-bearing rocks are also widely distributed in the Cook Inlet region and it is considered possible that the entire depression may be underlaid with such formations. The best known part of this field is on the east side of Cook Inlet north of Kachemak Bay. Here the formation of partially indurated sands and clays is interbedded with lignite seams of moderate thickness. Coal is also widely distributed over the Alaska peninsula, the most important of the known fields being the Chignik and Herendeen bay where both bituminous and sub-bituminous have been found. The Nenana field, in the southern part of the lower Tanana valley, is underlaid with beds ranging three to 30 feet in thickness.

In northern Alaska the known fields fall into three groups, viz., the Cape Lisburne, the Colville basin and the Wainwright Inlet groups. In quality the coal-bearing formations recognized range from lignitic, through sub-bituminous, to high grade bituminous. The Cape Lisburne is the most important group; high grade bituminous, with a 76 per cent. fixed carbon and three per cent. ash analysis, has been reported there. Coal-bearing formations, particularly lignitic, are known to exist in other parts of the territory. The lack of detailed knowledge of the territory as a whole prevents any trustworthy estimate of its total coal area and resources being made at the present time.

The production of coal in Alaska in 1917 showed a 400 per cent. increase over that for the preceding year and more coal was mined in the preceding year (1916) than the total output up to 1889. Production and consumption since 1899 are shown in the following table:

Year.	Imported from States, chiefly from Washington. Bituminous.	Imported from States, chiefly from Washington. Anthracite.	Produced in Alaska, chiefly sub-bituminous and lignite.	Total domestic.	Total foreign coal, chiefly bituminous from British Columbia.	Total coal consumed.
1899...	*10,000	.....	1,200	11,200	50,120	61,320
1900...	15,048	.....	1,200	16,248	56,623	72,871
1901...	*24,000	.....	1,300	25,300	77,674	102,974
1902...	*40,000	.....	2,212	42,212	68,363	110,575
1903...	64,625	1	1,447	66,073	60,605	126,678
1904...	36,689	.....	1,694	38,383	76,815	115,198
1905...	67,707	6	3,774	71,487	72,567	144,054
1906...	68,960	533	5,541	75,034	47,590	122,624
1907...	45,130	1,116	10,139	56,385	88,596	144,981
1908...	23,402	491	3,107	27,000	72,831	99,831
1909...	33,112	.....	2,800	35,912	74,316	110,228
1910...	32,138	.....	1,000	33,138	73,904	107,042
1911...	32,255	.....	900	33,155	88,573	121,728
1912...	27,767	.....	355	28,122	59,804	87,926
1913...	61,666	.....	2,300	63,966	60,600	124,566
1914...	41,509	.....	.....	41,509	21,882	63,391
1915...	46,329	.....	1,400	47,729	36,878	84,607
1916...	44,934	.....	13,073	58,007	36,454	94,461

*By fiscal years ending June 30.

CANADA

THE HOMELAND of the brave Lady of the Snows is both a coal producer and a heavy consumer. The present output of the coal fields of Canada, while small compared with the total production of the United States or even with that of the major producing states, such as Pennsylvania, West Virginia, Illinois, Ohio or Kentucky, is one of growing possibilities as the great Northwest is further developed in a transportation and industrial way. At the same time the Dominion is one of the important factors in the coal trade of the United States. It consumes approximately twice as much coal as it produces, and the greater part of its imported fuel comes from the mines of the United States.

The known coal fields of the Dominion are estimated to cover an area of approximately 29,000 square miles, while the areas probably underlaid with coal formations total approximately 79,000 square miles. Estimates made five or six years ago placed the known areas at 26,219.31 square miles and the areas probably underlaid with coal at 82,662.5 square miles. Since that time, however, production has become an actuality in certain of the districts then classified as probably containing coal reserves. This explains the difference between the estimates given in the first sentence of this paragraph and those just quoted.

The fields from which production is reported lie in Alberta, British Columbia, New Brunswick, Nova Scotia, Saskatchewan and the Yukon Territory. The Nova Scotia fields, which are probably the best known, are exposed in five areas, viz., the Cumberland (including the Joggins and Springhill areas), the Pictou, Inverness, and Cape Breton or Sydney. In some parts of the Nova Scotia field, submarine operations are carried on. Certain mines in the Sydney district have workings extending over a mile out from the shore and the submarine limit is estimated at from three to five miles. Unlike the Nova Scotia formation, which contains coal measures of great thickness, the seams in New Brunswick are thin vein deposits ranging from 18 to 22 inches. The principal operations have been carried on in Queen's, King's and Kent counties. Anthracite mixed with shale has been found in St. John County in a thick seam, "but the amount of coal is so small that no mining has been done."

The Saskatchewan coal fields contain two coal-bearing formations. The upper or Tertiary, having a maximum thickness of 18 feet, is comparable with the Fort Union group of North Dakota. The lower coal bearing formation is known as the Belly River and contains two seams, one of which attains a maximum thickness of eight feet and the other which ranges between four and seven feet. The Tertiary beds are exposed in the hilly country of southern Saskatchewan, where a number of lignite seams are being mined. D. B. Dowling of the Geological Survey of Canada says that "in the western part of the field the coal is generally brown in color; in the central portion it is very nearly black and has the appearance of sub-bituminous coal, but does not stand weathering." The Belly River formation is exposed in the Saskatchewan valley in the western part of the valley.

Alberta coals have been found in three distinct horizons, viz., the Edmonton and part of the Paskapoo formation, the Belly River and the Kootenay. The rocks of the Edmonton division cover a large part of southern Alberta. At the top of the formation is found a group of seams which unite at places into one thick seam; the aggregate thickness of the seam increases in a northwest direction, being five feet south of the Bow River and 13 feet at Calgary; the maximum thickness is found on the North Saskatchewan River west of Edmonton, where the outcrop is a 25-foot seam. A northward extension of this seam, says Mr. Dowling, who has made an extensive study of the coal resources of Canada and to whose reports the writer is indebted for the information with regard to the Dominion coal fields, splits into at least two 10-foot beds at the Grand Trunk Pacific Pembina River crossing. Several hundred feet below the thick seams a number of smaller workable seams are found. "The coal of this basin shows a gradual change in character from lignite in the extreme northeastern part to a coking coal in the foothill areas."

The Belly River formation underlies an area of approximately 16,000 square miles in eastern Alberta. "A belt along the borders of the area," says Mr. Dowling, "is generally considered to be the best part of the field on account of the occurrence in it, near the top of the formation, of a very persistent coal seam which has been eroded from a large part of the exposed area. In the

northern part of the area the seams appear to be very thin. Near Medicine Hat two seams each about five feet thick are exposed; westward a seam of better grade coal is mined at Taber, while the seam mined at Lethbridge supplies a still better coal." The character of the coal changes as the mountains are approached; the coal in the foothills is generally much harder than in the plains area and in many cases has coking qualities.

The coals of the Kootenay formation, which are considered the most valuable in Canada, are exposed, only in the uplifted fault blocks that form the Rocky Mountains and at the crests of the anticlines in the foothills. The greater part of the coal is high grade bituminous; some semi-anthracite and anthracite also occur. The Alberta areas of the Kootenay formation are found in both the outer ranges and in the foothills extending in a northerly direction from near the international boundary to beyond the Athabaska River; north of that latitude most of the coal bearing areas appear in the foothills. From south to north the areas of this formation may be described as follows: One workable seam has been found in North Kootenay pass. The Coleman field, a narrow strip crossing the Canadian Pacific Railway at Coleman, contains, 16, 10 and 8-foot seams. The Blairmore-Frank area contains about 50 feet of coal in six different seams ranging from 3½ to 17 feet in thickness. The Livingston range, which has not yet reached commercial importance, contains one section of 13 seams with an aggregate thickness of 43 feet and another with 21 seams and an aggregate thickness of 125 feet. The Moose Mountain area in the foothills west and south of Calgary has three coal seams with an aggregate thickness of 35 feet. A portion of the Elk River coal field crosses the Kananaskis watershed; one seam of 13 feet has been uncovered. The Cascade area shows at least 15 seams with an aggregate thickness of 85 feet; in the valley of the Cascade River, the eastern flank of the mountain contains beds of anthracitic character which approach true anthracite opposite Banff. Beyond the small Palliser area lies the Costigan. In the southern part of the Bighorn field, a number of seams have been discovered; a 20-foot bed of coking coal is being exploited on the Brazeau River. Other areas explored include the Shunda Creek, Nikanassin, the area west of the McLeod River, Folding Mountain, Brule Lake, Roche Miette and Moose Creek, Baptiste River and Muskeg River areas.

The Southern British Columbia coal measures include the Flathead River, Crow's Nest, Upper Elk River, Bull River, Midway, Okanagan, Princeton, Tulameen, Nicola and Quilchena, Fraser River Delta, Kamloops, Hat Creek and North Thompson River districts. The Crow's Nest field is of the present greatest commercial importance. Its area is approximately 230 square miles. At Morrisey, reports Mr. Dowling, there are 23 seams with an aggregate thickness of 216 feet in 3,676 feet of measures; at Fernie, 23 seams, 172 feet of coal in 2,250 feet of measures; at Sparwood, 23 seams, 163 feet of coal in 2,050 feet of lower measures and 24 seams, 43 feet of coal in 2,015 feet of upper measures. These last named measures contain a number of thin seams of cannel and high volatile bituminous. At Corbin, a seam 125 feet thick is being recovered by stripping. The Flathead River (Kootenay formation) area, although faulted, contains bituminous that promises to be of great value. The most important part of the Upper Elk River area of Kootenay coals is the Green River section which contains ten seams with 97 feet of coal of character very like that of the Crow's Nest field.

The Central British Columbia coal measures include the Fraser River, Bear River, Lightning Creek, Skeena River, Morice River, Telka River, Bulkley River and Zymoetz River areas. As in the case of several of the Southern British Columbia areas, many of the coal measures so far reported are of little or no present economic importance. The Fraser River areas are chiefly lignitic and have not been developed to any great extent. In the Bear River field, three seams of an aggregate thickness of 21 feet have been reported; the coal is coking bituminous. Bituminous coal has also been found in the Morice River district; some is known to be non-coking, while some in the Goldstream may be available coking. In the Goat Creek section of the Telka River field coal believed to be of coking quality has been found, while the Cabin Creek branch of Goat Creek contains coal approaching the anthracitic grade. Eleven seams aggregating 16 feet have been exposed by stripping in the Bulkley River field.

The Northern British Columbia coal measures include the Kispiox River, Groundhog Mountain, Substut River, Peace River, Liard River and Atlin districts. In the Groundhog Mountain field, estimated at 170 square miles, "the coal is all semi-anthracite and in some instances is classed as anthracite." Small seams of lignite are found in the Substut River district. Thin seams of fairly high grade bituminous occur in parts of the Peace River field. The Liard River district is known to contain lignite deposits. Little is known respecting the deposits of the Atlin district.

The coal measures of Vancouver Island, known as the Nanaimo series, underlie approximately 1,800 square miles, but the area underlaid by workable coal seams is estimated at approximately 600 square miles. The basins known or believed to contain workable seams are the Koskeemo, the Suquash and portions of the Comox, Nanaimo and Alberni. At least two of the several seams of the Suquash basin contain workable coal of low carbon and high moisture content, grading down from bituminous toward sub-bituminous or lignitic coal. At least three of the several seams of the

Comox field have been exploited. The coal is a coking bituminous and is the highest in fixed carbon mined on the island. Extensive operations have been carried on since 1888. Mining has been carried on the Nanaimo field since 1860; the coal is a high volatile bituminous "of fair quality and cokes readily."

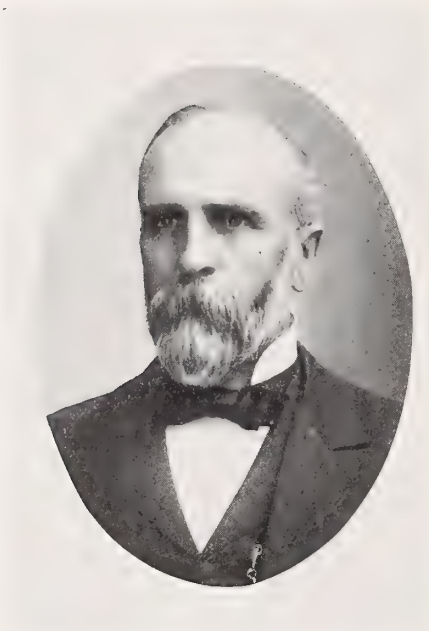
The coal measures of the Queen Charlotte islands, though very small in the area of the known coal bearing formations show a range in quality from anthracite down to brown lignite. The largest area of the Cretaceous series, which range from semi-anthracite to low-carbon bituminous, borders on and underlies Skidegate inlet, which separates Graham and Moresby islands; it also extends northward on Graham island for about 20 miles. The lignite deposits are found in widely scattered outcrops in the northeastern part of Graham Island; the seams range from one to 15 feet in thickness. The Yukon coal fields range from lignite to anthracite, but have not as yet been extensively developed because of transportation difficulties. The belief is expressed, however, that this territory may contain coal bearing formations of great area.

Newfoundland also contains some undeveloped coal areas on the eastern side of the island. The formations are an extension of those of Nova Scotia and New Brunswick. The largest tract, approximately 1,100 square miles, is south of the Bay St. George. The Humber River or Grand Lake area is second in potential importance.

Canadian coal production during the past decade is shown in the tabulation at the end of this article. In 1915, Canada produced 13,267,023 tons. Her imports were 13,769,873 tons, principally from the United States. Canadian exports were 2,135,359 tons. The summary of Canadian coal and coke production is as follows:

CANADIAN COAL AND COKE PRODUCTION.

Province.	Tons, 1907.	Tons, 1908.	Tons, 1909.	Tons, 1910.	Tons, 1911.	Tons, 1912.	Tons, 1913.	Tons, 1914.	Tons, 1915.	Tons, 1916.	Tons, 1917.
Nova Scotia	6,354,133	6,652,539	5,652,089	6,431,142	7,004,420	7,791,440	7,980,073	7,370,924	7,463,370	6,912,140	6,324,684
British Columbia	2,364,898	2,333,708	2,606,127	3,330,745	2,542,532	3,220,899	2,714,420	2,239,799	2,065,613	2,584,061	2,418,929
Alberta	1,591,579	1,685,661	1,994,741	2,894,469	1,511,036	3,446,349	4,014,755	3,683,015	3,360,818	4,559,054	4,723,139
Saskatchewan	151,232	150,556	192,125	181,156	206,779	196,325	212,897	232,299	240,107	281,300	355,304
New Brunswick	34,584	60,000	49,029	55,455	55,781	42,780	70,311	98,049	127,391	143,540	188,660
Yukon Territory	15,000	3,847	7,364	16,185	2,840	2,160	19,722	13,433	9,724	3,300	4,872
Totals	10,511,426	10,886,311	10,501,475	12,909,152	11,323,388	14,699,953	15,012,178	13,637,519	13,267,023	14,483,395	14,015,588



ELIAS ROGERS, Toronto, Ontario,
President and Treasurer The Crow's Nest Pass Coal Co., Ltd., 25 Toronto Street, Toronto, was born in York County, Ontario, June 23, 1850. In 1876 he established a coal business in Toronto, which in 1897 became the Elias Rogers Co., Ltd. He is also interested in the Pacific Coast Collieries. Mr. Rogers was President of the Toronto Board of Trade in 1898. Mr. Rogers is also President National Life Assurance Co., Vice President Imperial Bank of Canada, and has many other large interests.

ALFRED ROGERS, Toronto, Ontario,
President of The Elias Rogers Co., Ltd., Toronto, Ontario, has been in the coal business for over twenty years. He was born at Newmarket, Ontario, July 13, 1874. He is also President of Rogers Supply Co. and Alfred Rogers, Ltd., Director St. Mary's Portland Cement Co., and Director Ridley College.

KENRIC RUD MARSHALL, Toronto, Ontario,
Vice President Standard Fuel Co., Ltd., 97 Glen Road, Toronto, has been connected with the coal business twenty years and was born in Toronto October 13, 1880. He went to France when the war broke out as Captain in the 15th Battalion (48th Highlanders). In June, 1917, he was decorated with the Distinguished Service Order by King George V. and now is Assistant Adjutant and Quartermaster General of the Fourth Canadian Division with rank of Lieutenant Colonel.

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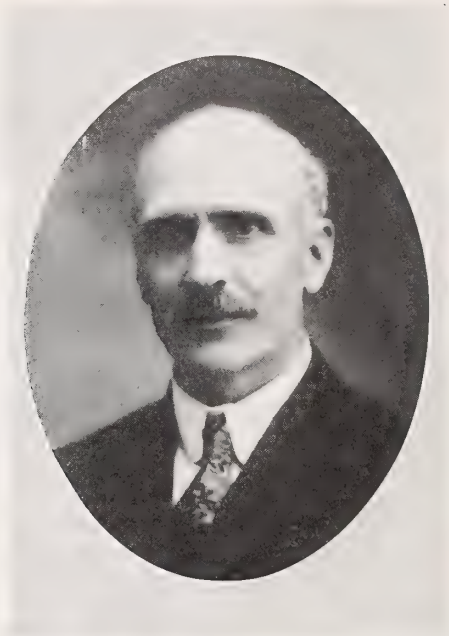
NOEL CLIFFORD MARSHALL, Toronto, Ontario.
Vice President of the Standard Fuel Co., Ltd., Toronto, Ontario, was born at Toronto, February 28, 1883, and has been in the coal business twenty years.

CAPTAIN GEORGE J. GUY, Hamilton, Ontario,
Vice President and General Manager of Gillies-Guy, Ltd., Hamilton, Ontario, has been in the coal trade for over twenty years. He formerly was with the Murton Coal Co. and the Rogers Coal Co., both of Hamilton. He was born at Hamilton, June 3, 1867. Mr. Guy was an Alderman for several years and Chairman of the Board of Harbor Commissioners appointed by the Government.



JOHN W. GILLIES, Hamilton, Ontario,
Secretary-Treasurer of Gillies-Guy, Limited, of Hamilton, Ontario, has been in the coal business fourteen years. He was born in North Nation, Ontario, August 3, 1865, and was formerly in the lumber business at Saginaw, Michigan.

JAMES A. HARRISON, Toronto, Ontario,
President of the J. A. Harrison Coal Co., Limited, Toronto, Ontario, is President of the Canadian Retail Coal Dealers' Association and has been in the coal business twenty-eight years. He was born in Durham County, Ontario, March 24, 1858, and is highly respected in his city.

K. J. HARRISON, Toronto, Ontario,
Secretary and Treasurer of the J. A. Harrison Coal Co., Limited, 57 Brock Ave., Toronto, Ontario, has been interested in the coal business six years and is a native of Toronto. He was born July 27, 1895.

EDMUND E. BELL, Toronto, Ont.,
Manager for C. A. Wilson & Co., Ltd., wholesale coal merchants at Toronto, Ontario, was formerly with the Lehigh Valley Railroad and has been in the coal business for thirteen years. He was born at Cremung, New York, April 12, 1867.

GEORGE J. CHANTLER, London,
Member of the coal firm of Chantler Bros. at London, Ontario, has been in the coal business twenty-eight years. The business was established in 1878 as Campbell & Chantler. Mr. Chantler was born in Canton, England, May 30, 1866. H. N. Chantler, his brother, was born in 1864 in Canton, England.

WILLIAM T. ORCHARD, London, Ontario,
Member of the firm of John G. Orchard & Sons, 45 York St., London, Ontario, entered the business twenty-seven years ago, when it was established by his father. He has filled the office of President of the London Retail Coal Dealers' Association. He was born in Canada July 14, 1872.

ROSE BROTHERS COAL CO., LTD., Toronto, Ontario, Canada.
This company has its head office in the Canadian Pacific Railroad building at Toronto and its affairs are directed by Alexander Rose, Hugh Rose and Norman E. Arnot.

Alexander Rose, President of the company, was born in Ross-Shire, Scotland, and first entered the coal business at Liverpool, England, thirty-six years ago, in the accounting department of the Meyrick Bankes colliery offices. He came to Canada in 1886 and was with the Elias Rogers Co. until, with his brother Hugh and Norman E. Arnot, he established the business of the Rose Brothers Coal Co.

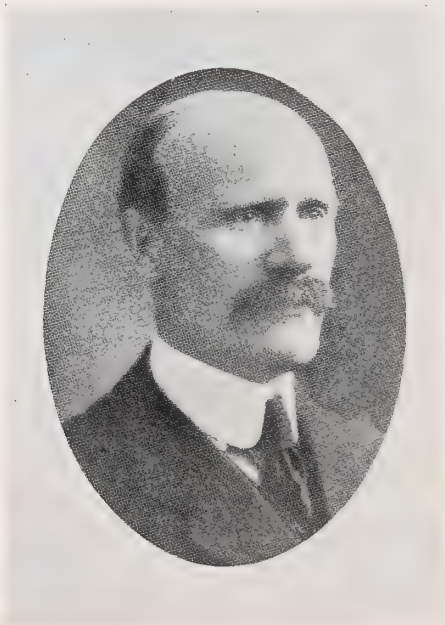
Hugh Rose was born at Ross-Shire, Scotland, and after service as yard-master for the Meyrick Bankes collieries at Liverpool, he came to Canada in 1886 with his brother, Alexander, and with him was engaged by the Elias Rogers Co., until the present company was formed.

Norman E. Arnot was born at Toronto thirty-five years ago and has been identified with the coal business all his life.

WILLIAM FAWCETT PARKIN, Lindsay, Ontario,
Retail coal merchant of Lindsay, Ontario, was born in Lindsay September 12, 1893, and has been in the coal business for the past three years, and is one of the progressive young business men of Lindsay. He is a Director of the Digby Lumber Co. of which his father is owner and General Manager, and also does an extensive wood business.

ROBT. J. WEBSTER, London, Ontario,
President of the Webster Fuel Co., London, Ontario, filled the office of Director, of President two years, and of Secretary and Treasurer five years, of the Canadian Retail Coal Association. He has been in the coal business for twenty-four years and was born at London in May, 1872. Mr. Webster organized and is Manager of the Fireproof Warehousing Co., Ltd., which does a general warehousing and forwarding business and is now the largest of its kind in Western Ontario.

MRS. BEATA HUMBERSTONE, Beverly, Alberta,
Head of The Humberstone Coal Co., Beverly, Alberta, was born July 24, 1869, in Germany, and has been in the coal business for twenty years. She came to Canada in 1897 and married William Humberstone two years later, assisting him in the coal business until 1912, when she took over the business and since then has conducted it very successfully. Her husband, William Humberstone, walked behind ox carts from Winnipeg to Edmonton in 1880 and started mining coal. He is now eighty-one years of age.



D. B. JACQUES, Toronto, Ontario,
Senior member of the coal firm of Jacques, Davy & Co., 18 Richmond St., East, Toronto, Ontario, was born in York County, Ontario, December 2, 1863, and has been engaged in the coal business for eighteen years. Mr. Jacques is President of the Toronto Section of the Retail Merchants' Association of Canada.

CANADA — Alberta

EDWARD S. CULVER, proprietor of the North West Coal Co., Edmonton, Alberta, was born January 11, 1881, in Delaware, Ohio, and has been in the coal business sixteen years. Mr. Culver was formerly connected with Maynard Brothers, New England Coal Co., and the General Hocking Fuel Co., all of Columbus, Ohio.

WILL C. DUNN, 423 Tegler Building, Edmonton, Alberta, Canada, is Secretary and Treasurer of Lakeside Coals, Ltd., and of the Wabamun Power & Coal Co., Ltd. He has been in the coal business seven years. He was born in Wisconsin May 26, 1865.

DELMER M. GARLAND, Manager Trimble-Garland Lumber Co., Lacombe, Alberta, was born August 21, 1886, in Green County, Iowa, and has been in the coal business for the past five years.

M. C. RAMBO of Edson, Alberta, Canada, is Secretary of Rambo & Haldin, owners of the Keystone anthracite mine. He has been connected with the coal business for seven years. He was born in Montgomery County, Pennsylvania, March 18, 1846.

C. G. SHELDON, Edmonton, Alberta, Canada, represents the Humberstone Coal Co. as General Manager. He has been in the coal business for about three years and has served a term as Treasurer of the North Alberta Coal Operators' Association. He was born April 14, 1880, at Springboro, Pennsylvania.

D. R. YATES is a member of the coal firm of Becker & Yates at Warner, Alberta. He has been in the coal business for eleven years. He was born at Stillwater, Minnesota, in July, 1877.

CANADA — British Columbia

WALTER R. GILLEY is Managing Director for Gilley Bros., Ltd., at New Westminster, British Columbia. He was born at St. Andrews, New Brunswick, October 22, 1859, and has been in the coal business for the last twenty-nine years.

JOHN DUNCAN McNEILL, 1629 Main St., Vancouver, British Columbia, is the Managing Director and President of McNeill, Welch & Wilson, Ltd., at Vancouver, British Columbia. He has been engaged in the coal business for over twenty years, conducting his business under different names until four years ago, when the present company was incorporated. Mr. McNeill was born April 22, 1866, at Paisley, Ontario.

JAMES EDWARD PAINTER, JR., 617 Cormorant St., Victoria, British Columbia, is Manager for J. E. Painter & Sons, coal merchants. He has been fourteen years in the business. He was born at Hamilton, Ontario, June 2, 1886.

CANADA — Manitoba

DAVID BOWMAN, 461 Main St., Winnipeg, Manitoba, is President and General Manager of the David Bowman Coal & Supply Co., Ltd. He also is President of Mackenzie & Thayer, Ltd., Saskatoon, Saskatchewan, and a Director of the Dominion Lime & Coal Co. of Regina, Saskatchewan. He was formerly with the Conger Coal Co., Toronto, and the Winnipeg Supply & Fuel Co., Ltd. Mr. Bowman served as Secretary of the Winnipeg Coal Dealers' Association for three years. He was born at Galt, Ontario, August 3, 1869. His company is selling agent for the Oliphant-Munson Collieries of Yellowhead Pass in the Rocky Mountains.

DAVID HOMER CLARY, 268 Portage Ave., Winnipeg, Manitoba, represents the Pittsburgh Coal Co., Ltd., as Manager. From 1911 to 1916 he was employed as a chemical engineer by the Pittsburgh Coal Co. at Duluth, Minnesota, since which time he has filled his present position. He was born at Monroeville, Ohio, March 11, 1882.

D. E. FRASER is a retail coal merchant at Kenton, Manitoba, Canada, who has been fourteen years in the business. He was born December 11, 1873, at Nairn, Ontario.

VICTOR GUILBAULT, President and General Manager of Guilbaults, Ltd., Winnipeg, Manitoba, succeeded his father, the late Edward Guilbault, as head of the concern, who had been in the coal business twenty-one years. Mr. Guilbault is a member of the wholesale section of the Canadian Credit Men's Association. He was born in St. Boniface, where his father was the pioneer coal merchant.

MAX MAINS, Manager Douglas Fuel Co., Ltd., Winnipeg, Manitoba, was born February 13, 1886, in Russia, and has been in the coal business for two years.

P. BURKE RAYMOND, Sales Manager Winnipeg Supply & Fuel Co., 298 Rietta Street, Winnipeg, Manitoba, Canada, was born in Iona, Michigan, August 5, 1888, and has been in the coal business sixteen years. He was formerly with the Monarch Coal Co. of Chicago, Illinois, and the Pittsburgh Coal Co. and Carnegie Fuel Co. of Minneapolis, Minnesota.

DYSON P. SMITH, 603 Electric Railway Chambers, Winnipeg, Manitoba, is the Western Manager for the Empire Coal Co., Ltd. He has been in the coal business for the last seventeen years and was formerly with the North Western Fuel Co. and the Consolidation Coal Co. He was born January 7, 1872, at Dowagiac, Michigan. Mr. Smith is popular and has many warm friends in the coal trade.

DANIEL D. WOOD, 904 Ross Ave., Winnipeg, Manitoba, is President and Manager of D. D. Wood & Sons, Ltd. He is a Director of the Breckenridge & Lund Coal Co., Ltd., and has been in the retail coal business for seventeen years. Mr. Wood was born April 17, 1859, at Bilston, Staffordshire, England.

CANADA — New Brunswick

GEORGE McAVITY BLIZARD, Vice President of the Consumers' Coal Co., Ltd., St. John, New Brunswick, Canada, was born January 4, 1881, in St. John, and has been in the coal business sixteen years. He is also a Director in F. W. Blizard, Ltd., miners' agents and brokers in Nova Scotia coals.

CLAYTON J. FLEMMING is the Owner and Manager of the Flemming Coal & Wood Co. at Woodstock, New Brunswick, and has been in the business for four years. Mr. Flemming was born in Woodstock in 1892.

GEORGE E. FORD of Sackville, New Brunswick, Canada, has been in the coal business for about thirty-six years and is the President of George E. Ford & Sons, Ltd., importers of anthracite. Mr. Ford was born December 11, 1847, at Sackville.

JAMES S. McGIVERN, St. John, New Brunswick, was born in St. John December 8, 1852, and has been in the coal business since his youth, succeeding to the business established by R. P. McGivern.

FRANCIS PENISTON STARR, 51 Carleton St., St. John, New Brunswick, is President of R. P. & W. F. Starr, Ltd., who are also agents for the Dominion Coal Co. Mr. Starr was born in St. John in 1868 and has been actively connected for thirty-two years with the business, which was founded in 1864.

HENRY N. STETSON is President and Treasurer of the Consumers' Coal Co., Ltd., at St. John, New Brunswick. He has been engaged in the business for five years. He was born at St. John in 1880.

ASA HERBERT VAN WART, coal merchant at Fredericton, New Brunswick, has been in the retail business for more than a quarter of a century. He was born at Fredericton in 1852.

WILLIAM McKENZIE WELDON, retail coal merchant of Moncton, New Brunswick, was born September 9, 1853, at Dorchester, New Brunswick, and has been in the coal business for forty-three years. He was formerly with the Spring Hill Coal Co., Cumberland Railway & Coal Co., and the Dominion Coal Co., Ltd.

CANADA — Nova Scotia

I. SIDNEY BLENKHONN, Manager Blenkhonn & Sons, Canning, Nova Scotia, was born September, 1848, at Cornwallis, Nova Scotia, and has been in the coal business for thirty years.

GEO. B. BURCHELL, Managing Director Bras D'or Coal Co., Ltd., of North Sydney, Nova Scotia, was born in 1880 in North Sidney and has been in the coal business twenty years. He is also interested in the Maritime Coal Railway & Power Co. and is a consulting engineer.

JAMES NORWOOD DUFFUS is sole partner in the firm of S. Cunard & Co. at Halifax, Nova Scotia. He was born at Norwood, England, June 27, 1864. Mr. Duffus has been connected with this old established and prominent firm for thirty-four years.

HUGH D. MACKENZIE, St. Paul Building, Halifax, Nova Scotia, has been in the coal business for forty-nine years and is the President of the Hugh D. Mackenzie Co., Limited. From 1869 to 1914 he was Sales and Shipping Agent for the Intercolonial Coal Mining Co. Mr. Mackenzie was born at Pictou, Nova Scotia, January 21, 1852.

JOHN R. McMULLEN, retail coal merchant of Truro, Nova Scotia, was born October 13, 1885, in Truro, and has been in the coal business for three years.

VIBERT SALTER, North Sydney, Nova Scotia, is a member of the firm of Joseph Salter's Sons, successors to Joseph Salter. The business has been conducted for nineteen years under the latter name and for seventeen years under the former. He is a native of Nova Scotia and was born in 1859. Joseph Salter, who is also connected with the firm, was born in 1871.

THOMAS J. SEARS has been in the retail coal business at Antigonish, Nova Scotia, for seven years. He was born at Lochaber Antigonish, June 30, 1864.

JOHN THOMAS SMITH, barrister-at-law, Amherst, Nova Scotia, is President of The Royal Coal Co., Limited. He has been interested in coal matters during the past twenty-six years, having formerly operated as an individual. He was born at Amherst, June 14, 1835.

WM. E. VAN BLARCOM, retail coal merchant of Digby, Nova Scotia, was born September 16, 1871, in Digby, and has been in the coal business for twenty years.

CANADA — Toronto, Ontario

NORMAN E. ARNOT is a member of the Rose Brothers Coal Co., Ltd., at Toronto, Ontario, and has been in the coal business since his boyhood days. He was born thirty-six years ago in Toronto.

GEORGE BROWN is the senior partner in the firm of Geo. Brown & Son, 361 Parliament St., Toronto, Ontario. He formerly was with the Conger Coal Co. and the Lake Simcoe Ice & Coal Co. He was born at Barrie, Ontario, January 4, 1865.

G. WILSON BROWN, 361 Parliament St., Toronto, Ontario, is a member of the firm of George Brown & Son. He was born April 6, 1889, at Orillia, Ontario.

JOSEPH WYLD CORSON, 549 King St., East, Toronto, Ontario, has been in the coal business for twenty-five years and is Manager of the Corson Coal Co. He was born December 26, 1864, and is a native of Ontario.

THOMSON D. DUNLOP, Toronto, Ontario, is President of The Dunlop Coal Co., Ltd. He has been in the coal business twelve years and has served as Vice President of the coal section of the Toronto branch of the Retail Merchants' Association of Canada. Mr. Dunlop was born in Scotland in 1874.

JAMES A. GLOVER is the Secretary-Treasurer of The Standard Fuel Co., Ltd., 22 Howland Ave., Toronto, Ontario. He is a native of Scotland, born April 5, 1861, and has been in the coal business for nearly thirty years.

THOMSON GRINNELL, 843 Girrard St., Toronto, Ontario, senior partner and Manager of the firm of Thomas Grinnell & Son, is the oldest retail coal merchant in Toronto, having started in business about forty-six years ago. Mr. Grinnell was born April 17, 1841, in Cheltenham, Gloucestershire, England. He entered the British naval service at the age of fourteen and served about eleven years. He came to Canada in 1869.

F. G. HARROLD is owner of the business of Harrold's Coal Corp., having two offices in Toronto, Ontario, 314 Danforth avenue and 346 Carlow avenue. He has been in the business eleven years and is a member of the Retail Merchants' Association of Toronto. Mr. Harrold was born at Newmarket, Ontario, December 3, 1881.

RAYMOND WALKER KERR is Manager for The Rogerson Coal Co., Ltd., at Toronto, Ontario. He was formerly with A. E. Rogerson and has been in the coal business nine years. He was born in Toronto July 15, 1895.

FRED K. ROBINSON is Manager of The Black Diamond Coal Co., 2004 Dundas St., Toronto, Ontario. He has been in the coal business for about four years. He was born in 1872 at St. Mary's, Ontario.

HARRY SEDDON is Secretary-Treasurer of C. A. Wilson & Co., Ltd., 57 Queen St., West, Toronto, Ontario, and has been in the coal business for eleven years. He was formerly with the Outwood Coal Co. He was born August 25, 1885, in Toronto.

ERNEST WILLIAM TRENT, 327 Confederation Life Building, Toronto, Ontario, is Secretary-Treasurer and a Director of the Grenadier Ice & Coal Co., Chapman's, Ltd., and has been engaged in the coal business for thirty years. He has served as a committee member of the Toronto Coal Exchange and has been a member of the Board of Trade for thirty years. He was born in the County of York, Ontario, August 12, 1863.

C. A. WILSON, 57 West Queen St., Toronto, Ontario, is the President of the firm of C. A. Wilson & Co., Ltd. He has been in the coal business for sixteen years and was born March 10, 1850, at Markham, Canada.

CANADA — Ontario

G. H. M. BAKER is President and Manager of the Baker Lumber Co., Lindsay, Ontario. He has been in the business, including coal, for thirty-three years. Mr. Baker was born at Carleton Place, Ontario, in 1861. Formerly he was connected with the Rathbun Co.

JAMES R. BAKER is the head of the firm of J. R. Baker & Son at Grand Valley, Ontario, and has been in the retail coal business for seven years. He was born in England.

PETER BERGES, coal merchant at St. Jacobs, Ontario, is the pioneer dealer at that place and has been fifteen years in the business. He was born at St. Jacobs December 10, 1865.

E. RICHARD BLOW, Whitby, Ontario, is the proprietor of a coal business and has been in the trade for thirty-two years, formerly with John Blow & Son. He was born at Whitby February 6, 1860.

JAMES ROBERT BRESNAN, 6 King E., Brockville, Ontario, is General Manager of the firm of J. R. Bresnan & Son. He was formerly with George E. Shields of Brockville, whose business he took over some years ago. He has been in the coal business for thirty years. He was born at Buffalo, New York, June 30, 1847. James Arthur Bresnan, Secretary-Treasurer of J. R. Bresnan & Son, Brockville, Ontario, was born February 1, 1886, and has been with the firm for eleven years.

EDWIN BROWN, proprietor of E. Brown & Co., Port Hope, Ontario, was born August 27, 1865, in Port Hope and has been in the coal business thirty-five years. He was formerly connected with the firms of J. A. Brown & Co. and Brown & Henning. Mr. Brown is President of the Canadian Retail Coal Association and has always taken an active interest in every movement for the betterment of coal trade conditions.

ISRAEL BRUBACHER is a retail coal merchant of Elmira, Ontario, where he has been in the business for seven years. He was born April 18, 1866, at Hawksville, Ontario.

WALTER BURNSIDE, retail coal merchant of Kincardine, Ontario, was born August 26, 1873, at Madoc, Canada, and has been in the coal business for seventeen years.

JOHN GEORGE BISSETT BUTTERWORTH, President of the J. G. Butterworth Co., Ltd., Ottawa, Ontario, has been in the coal business thirty-six years. He was born in Hawkesbury, Nova Scotia, August 28, 1848. This company does a large business and operates three complete. modern plants with capacity of nearly 30,000 tons.

WILLIAM CHAPPLE, retail coal merchant of Meaford, Ontario, was born in Meaford and has been in the coal business for three years.

JOSEPH E. CHEVRIER has been in the retail coal business at Cornwall, Ontario, for over twenty years. He was born at Vaudreuil, in the province of Quebec, October 23, 1868. Mr. Chevrier built the first silo coal pocket in that section. He was elected Mayor of the city in 1917 by acclamation.

JAMES CUTHBERT CLARK is the Proprietor and Manager of a retail coal business at Sarnia, Ontario, which he has conducted for nineteen years. He was born at Sarnia in 1871.

WALTER LEWIS CLARKE, Secretary and Treasurer Hall & Holcomb, Ltd., 80 Elgin Street, Ottawa, Canada, was born in Ingersoll, Ontario, January 24, 1874, and has been with George A. Harris, Hall & Holcomb, and Hall & Holcomb, Ltd., during all that time. He has been interested also in the building business and at one time was a silent partner in another coal firm.

J. STANLEY COULTER, a retail coal merchant at Essex, Ontario, has been doing business there for nine years. He was born at Essex October 24, 1893.

ROBERT CRAWFORD, Kingston, Ontario, has been in the retail coal business for thirty-six years. He is also a member of the firm of Booth & Co., retailers at Kingston. He was formerly connected with R. C. Carter & Co. Mr. Crawford was born at Kingston in 1854.

MICHAEL FRANCIS CRAY, retail coal merchant at Guelph, Ontario, has been in the business twenty-nine years, having owned a yard at Hespeler, Ontario, for nine years, from 1904 to 1913. He was born at Goderich, Ontario, in December, 1869.

A. J. CREIGHTON is the owner of a coal business at Owen Sound, Ontario, and has been engaged in the business for sixteen years. He formerly was with the Sivil-Creighton Co., and was also connected with the Davis-Smith-Malone Co. for a time. He has served as First Vice President of the Coal Section of the Retail Merchants' Association. He was born in Owen Sound June 24, 1858.

JOHN M. DALY, retail coal merchant at 19 York St., London, Ontario, has been in the business for thirty-three years. He was formerly the junior member of the firm of D. Daly & Son, established by his father in 1885. He is a Director of the Canadian Retail Coal Association. Mr. Daly was born in London, Ontario, October 13, 1866, and is one of the best known coal merchants in Ontario.

FRANK A. DUNLOP is the Managing Director and Secretary-Treasurer of The Dunlop-Magee Company, Limited, 991-993 Barton St., East Hamilton, Ontario. He was born at Hamilton in 1891 and has been in the coal business for six years. He is a member of the Hamilton Rotary Club, under "Retail Coal" classification.

W. L. DONNELLY, Ottawa, Ontario, is a retail coal merchant who has been in the business twenty-six years. He is a Director of the Canadian Retail Coal Association. He was born at Ironside, Quebec, February 4, 1869.

WILLIAM DRURY has conducted a retail coal business at 235 Wellington St., Kingston, Ontario, for twenty-four years. He was born at Kingston in 1857.

WILLIAM EDWARDS, 22 Grant St., Brantford, Ontario, has been in the retail coal business for thirty-eight years. He was born in London, England, in 1851.

JOHN ELLIOTT is the senior member and Manager of the firm of John Elliott & Son at Agincourt, Ontario. He has been engaged in the coal business for about twenty-one years. He was born at Agincourt December 18, 1854.

W. H. EVES, retail coal merchant at Newmarket, Ontario, was born in 1871 in the County of York and has been in the coal business for twelve years.

J. E. A. FITZGERALD, coal merchant of Peterboro, Ontario, has been in the business for nearly twenty years. He was for several years a Director of the Canadian Retail Coal Association. He was born in Peterboro January 5, 1870. Associated with Mr. Fitzgerald is T. E. Pratt who is one of the oldest coal men in that city.

JOHN FLYNN, retail coal merchant of Hespeler, Ontario, was born January 28, 1856, in Hespeler and has been in the coal business fourteen years. He was formerly connected with W. F. Cray.

JOHN S. GATFIELD is Managing Owner of the J. S. Gatfield Coal Co. at Amherstburg, Ontario, and has been in the business for the past four years. He was formerly connected with Duff & Gatfield, vessel agents. Mr. Gatfield was born at Amherstburg February 22, 1878.

ARTHUR GAUTHIER has been four years in the retail coal business at Cumming's Bridge, Ontario. He was born at Rigaud in the province of Quebec.

D. H. GILLIES, 664 King St., London, Ontario, is senior member of the coal firm of D. H. Gillies & Son, and has been engaged in the business thirteen years. Mr. Gillies was born at Buckingham, Quebec, May 21, 1861.

PATRICK GLEESON has been the proprietor of a coal business at Napanee, Ontario, for eight years. The yard, which was one of the first operated in eastern Ontario in the retail coal trade, was founded by the Downey Co. and later owned by the late C. E. Bartlett. Mr. Gleeson was Manager for J. R. Dafoe many years. He was born in Napanee December 20, 1862.

FRANK B. GREGORY is a partner in the firm of Toner & Gregory at Collingwood, Ontario, and has been in the coal business thirty-six years. He was born in Albany, New York, in 1851.

JOHN C. HAY is the sole proprietor of the coal business of John C. Hay & Son at Listowel, Ontario. He has been nineteen years in the business. Mr. Hay was the first President of the Canadian Retail Coal Association and filled the office for four consecutive years. He is at present a Director and a member of the Executive Committee. He was for two years a Director of the International Coal Association. He was born at Bowmansville, Ontario, in 1849. Mr. Hay is very highly respected and has always taken a keen interest in every movement for the betterment of the trade.

JOHN JOSEPH HENEY is President of John Heney & Son, Ltd., at Ottawa, Ontario. He has been engaged in the coal business twenty-nine years. He was born in Ottawa May 27, 1861.

ARTHUR HILLMER has been doing business for eleven years at Oakville, Ontario, under the name of Hillmer Fuel & Ice Co. He was born at Oakville, December 15, 1875.

JAMES ALEXANDER HOCKING of Brampton, Ontario, owns a retail coal business which he has conducted for 18 years. He was born at Brockville, Ontario, May 21, 1865.

RALPH TULLER HOLCOMB, 80 Elgin St., Ottawa, Ontario, is Vice President and General Manager for Hall & Holcomb, Limited. He has been connected with the coal business for about thirty years. Mr. Holcomb was born at Windham, New York, September 28, 1869.

JOHN HOWES, retail coal merchant at Harriston, Ontario, Canada, has been in the coal business thirty years. He was born April 14, 1855, in Hespeler, Ontario.

JOHN WESLEY HUNT is the Proprietor of the business of J. W. Hunt, retail coal merchant at Ayr, Ontario, and has been in the business twenty-three years. He is a native of Ontario, born October 8, 1850.

JOHN E. HUTCHINGS is the owner of the coal business of J. E. Hutchings & Co. at Niagara Falls, Ontario. He has been connected with the coal industry for over forty years, and formerly was with Thomas Myles Sons at Hamilton, Ontario, and with the Ohio Coal Co. at St. Paul, Minnesota. He was born in England in 1853.

JOHN C. IRVIN, Weston, Ontario, is Local Manager for the Gibson, McCormack, Irvin Co., Ltd., in which he is a stockholder. He has been eight years in the coal business. He was born at Pontypool, Ontario, November 27, 1884.

THOMAS CHARLES JEWELL of Bowmanville, Ontario, is Secretary-Treasurer of McClellan & Co., Ltd., and has been connected with the coal business for over forty years. He was born February, 1859, at Solina, Ontario.

ANDREW JOHNSTON of Stratford, Ontario, is senior member of the firm of Andrew Johnston & Son. He has been in the coal business for over twenty years. He was born in the north of Ireland May 2, 1845.

ANGUS W. JOHNSON, General Manager M. B. Johnson & Son, St. Thomas, Ontario, was born March 12, 1885, at Brownsville, Ontario, and has been in the coal business for six years.

MARSHALL B. JOHNSON, President M. B. Johnson & Son, St. Thomas, Ontario, was born March 26, 1855, at St. Catherines, Ontario, and has been in the coal business for six years.

A. KIRKPATRICK, Lefroy, Ontario, was born in Tyrone, Pennsylvania, and has been in the coal business forty years. In addition to retailing coal Mr. Kirkpatrick operates a grain elevator and does a general merchandising business.

WILLIAM F. KOLBE is the senior member of the firm of W. F. Kolbe & Co. at Port Dover, Ontario, and has been doing a coal business there for three years.

SAMUEL LESLIE LAMBERT, retail coal merchant of Welland, Ontario, has been in the business for nineteen years.

WILLIAM H. LONGFIELD is senior member in the firm of Longfield Bros., coal merchants, at Mount Brydges, Ontario. He has been in the business for four years and was born at Belmont, Ontario, April 21, 1877.

SIDNEY LUKE, retail coal merchant at Tillsonburg, Ontario, has been in the business for ten years. He was born March 27, 1853, at St. Thomas, Ontario.

TINDILL LUNDY, retail merchant at Rockwood, Ontario, was born February 16, 1851, at Bolton, Ontario, and has been in the coal business for twenty-nine years.

DANIEL C. MABEE is the only exclusive retail coal merchant at Bolton, Ontario, having bought the business of W. G. Dick in 1912 and of John Arnott in 1914. He has been in business for six years, and was born November 22, 1866, at Albion, Ontario.

FRED MANN is a member of the firm of John Mann & Sons, Brantford, Ontario, and has been in the coal business since boyhood, it having been established by his father, John Mann, in 1868. Fred Mann has filled the offices of President, Vice President and Director of the Canadian Retail Coal Association. He was born September 27, 1868, in Brantford. John Mann, the founder, also had coal interests in London and Toronto. He died September 9, 1917, aged 80 years.

J. C. MARK, Manager Park Hill Lumber & Mfg. Co., Park Hill, Ontario, was born April 18, 1862, and has been in the coal business for fifteen years. He was formerly with the firm of W. H. Mark & Co.

JOHN MARKS, East Hamilton, Ontario, has been in the coal business for six years. He formerly was a member of the firm of Payne & Co., and became sole owner of the business after two years partnership. Mr. Marks was born February 7, 1883, at Bristol, England.

RODERICK MARTYN, retail coal merchant at Ripley, Ontario, has been in the business for eighteen years. He formerly was a member of the firm of McKenzie & Martyn. He was born in Ripley April 15, 1869.

JOHN McCLELLAN is President of McClellan & Co., Ltd., Bowmanville, Ontario, and has been in the coal business for more than fifty years. He was born at Bowmanville in April, 1839.

A. McFARLAND of A. & C. McFarland, retail coal merchants, of Fenelon Falls, Ontario, was born May, 1866, and has been in the coal business for eleven years.

W. H. McGANNON, retail coal merchant at Morrisburg, Ontario, was born September 12, 1851, at Prescott, Ontario, and has been in the coal business eighteen years.

JOHN H. MOREHOUSE is Manager at Ottawa, Ontario, and General Sales Agent for the east for The Connell Anthracite Mining Co., Limited. He has been in the coal business for twenty-four years and formerly was connected with The Old People's Coal Co. of Canada, whose equipment was taken over some years ago by the Connell Anthracite Mining Co. Mr. Morehouse was born at Elmira, New York, forty-eight years ago, and has an unusually wide acquaintance in the Canadian coal trade.

M. J. MORRIS is a partner in the firm of Morris Bros., Alexandria, Ontario, and has been in the coal business five years.

CHARLES JAMES MYLES, President Thomas Myles' Sons, Ltd., 8 James St., North, Hamilton, Ontario, was born in Ireland January 9, 1844, and has been engaged in the coal business sixty-six years. The Myles family started in the coal business in Ireland in the year 1811, and the business at Hamilton was established by Thomas Myles in 1852. W. H. Myles, Secretary of the company and son of Charles James Myles, represents the fourth generation to be engaged in the coal business.

JAMES MURPHY, retail coal merchant of Fort William, Ontario, was born in 1863 at West Liberty, Iowa, and has been in the coal business fifteen years. Mr. Murphy started about thirty years ago handling coal for the Canadian Pacific Railroad as a contractor, and subsequently entered business for himself. He owns his own dock, and is regarded as one of the most substantial citizens in that section.

CHARLES B. NIENABER, General Manager Fort William Coal & Dock Co., Ltd., Fort William, Ontario, was born in 1872 in St. Paul, Minn., and has been in the coal business for twenty-four years. He is also associated with the Valley Camp Coal Co., Cleveland, Ohio. Mr. Nienaber is well known and has many warm friends in the coal trade of the Northwest. He was for ten years in the retail coal business at St. Paul with his brother and afterwards with the Pittsburgh Coal Co. and the Northern Coal & Dock Co. before taking his present position.

NOECKER BROS. have been in the retail coal business since 1903 at Drayton, Ontario, under the present name. They have been in the grain trade since 1869 under the name of L. A. Noecker.

RICHARD G. OKE, the owner of a retail coal business at Whitby, Ontario, was born in 1846 in Devonshire, England. He followed the building trade thirty-five years when he purchased the lumber, coal and wood business of Gross & Granger, and has continued the same until the present time.

PHILIP CHARLES PATRIARCHE has been in the retail coal business for thirteen years at Burlington, Ontario. He was born at St. Louis, Missouri, February 10, 1875.

P. W. PEARSON, retail coal merchant at Newmarket, Ontario, was born December 20, 1862, in Newmarket and has been in the coal business for fifteen years.

JAMES A. PELKEY has been in the retail coal and wood business at Trenton, Ontario, for the past two years. He was born May 12, 1863, at Cannifton, Ontario.

D. S. PRATT conducts a retail coal business at Midland, Ontario, and has been there for eighteen years. He was born at Coburg, Ontario, in 1868.

WILLIAM I. PURKIS, proprietor of I. D. Purkis & Son, Prescott, Ontario, was born in May, 1863, in Prescott and has been in the coal business for twenty-five years. This business was established in 1856 by the father of Mr. Purkis.

MARTIN B. REIDEL has been in the coal business for nine years, with an office at Waterloo, Ontario. His residence is at Kitchener, Ontario.

JOHN EWING ROXBURGH has been in the retail coal business at Norwood, Ontario, Canada, since 1903. He was born in Norwood February 18, 1876.

WALTER SARJEANT is President and General Manager of The Sarjeant Co., Ltd., with head office in Barrie, Ontario. He was born in England July 31, 1868. He entered the coal business over thirty years ago under J. S. Johnston, whose partner he afterwards became. Later he and his brother, S. Sarjeant, purchased the business. He developed the business until they operated yards at Barre, Orillia, Midland and Chatham. The latter two were sold in 1917. Mr. Sarjeant has served as a Director of the Ontario Coal Dealers' Association.

ARTHUR SAYLES is the Manager and Proprietor of the Paris Coal & Lumber Co. at Paris, Ontario, and has been in the business for over thirty years. He was formerly connected with Gillies Bros. He was born at Paris, Ontario, July 1, 1869.

G. T. SCOTT, retail coal merchant of Erin, Ontario, was born in 1871 in Erin and has been in the coal business for twelve years.

SEMMENS & SON, retail coal merchants of Hamilton, Ontario, Canada, have been in the coal business for twenty-eight years in Hamilton.

KURVEN J. SHIRTON, Manager of The William Shirton Co., Ltd., Dunnville, Ontario, has been in the coal business for about nineteen years. He was born in 1882 at Gainsboro.

LAWRENCE PATRICK SHORTALL, Gananoque, Ontario, is Vice President and Secretary-Treasurer of the Citizens' Coal & Forwarding Co., Ltd. He has been five years connected with the coal business. He was born in Brewers Mills July 25, 1873. W. T. Sampson is President of the company.

JAMES H. SMART of Smart & Williams, Kingsville, Ontario, was born February, 1845, and although he has only been in the coal business for three years he has had fifty years' mercantile experience.

WM. A. SMITH of Galt, Ontario, was born September 12, 1883, at Harrietsville, Ontario, and has been in the coal business for twelve years.

CHARLES HENRY TAYLOR, President of The Hamilton Lumber & Coal Co., Ltd., Hamilton, Ontario, was born in Hamilton and has been in the coal business twenty-five years.

CLARKE TAYLOR, Gananoque, Ontario, is the Owner and Manager of the business of James Taylor & Son. He has been in the coal business sixteen years. He was born in Gananoque December 19, 1876.

STEWART A. THOMPSON is General Manager of the coal business belonging to the T. A. Thompson Estate at Iroquois, Ontario. He has held the position for six years, or since the death of his father, T. A. Thompson, who conducted the business for thirty years. Mr. Thompson was born in Iroquois August 19, 1893.

JOHN M. THORNDIKE, retail coal merchant of Beachville, Ontario, was born April 21, 1870, in Beachville, and has been in the coal business for fifteen years.

WILLIAM F. TONER is a member of the firm of Toner & Gregory, Collingwood, Ontario. In 1882 the coal business was added to lumber, but since 1912 the firm has discontinued its lumber department and dealt exclusively in coal. Mr. Toner was born in Collingwood in 1875.

FRANKLIN ELMORE VAN LUVEN, retailer at Napanee, Ontario, was born September 19, 1861, at Camden, Ontario and has been in the coal business eighteen years.

MARCUS A. WARE, retail coal merchant of Fonthill, Ontario, was born August 5, 1876, at Allanburg, and has been in the coal business for seven years.

FREDERICK JAMES WATT, of Curries, Ontario, has been in the coal business for one year, having purchased the business of W. E. Smith, which had been established for twenty years.

MENNO L. WEBER has been a retail coal merchant at St. Jacobs, Ontario, since 1916. He has also engaged in the flour and feed business since 1913. He was born in St. Jacobs March 29, 1860.

NEIL WETTLAUFER, retail coal merchant of Tavistock, Ontario, was born July 4, 1885, in Tavistock and has been in the coal business for two years.

CHARLES H. WILLOUGHBY, born February 10, 1872, at Spencerville, now owns the coal business at Longwood, Ontario, formerly owned by Duncan McRae. Mr. Willoughby took it over two years ago.

EDWIN ALFRED WOODHOUSE, Manager of Woodhouse & Co., Dundas, Ontario, was born October 23, 1845, in England, and has been in the coal business for twenty-one years.

CANADA — Prince Edward Island

M. L. BRADSHAW, Secretary Joseph Read & Co., Ltd., Summerside, Prince Edward Island, Canada, has been connected with his present company ten years. He was a regular correspondent with Pattison & Bowns, Dickson & Eddy and several Canadian companies.

GEORGE EDWARD FULL, retailer at Charlottetown, Prince Edward Island, was born September 10, 1844, at Halifax, Nova Scotia, and has been in the coal business for ten years.

ALFRED PICKARD, Charlottetown, Prince Edward Island, is the owner of the retail business of A. Pickard & Co., and has been handling anthracite and bituminous coal eighteen years. He was born in Charlottetown August 25, 1878.

JOSEPH READ, President Joseph Read & Co., Ltd., Summerside, Prince Edward Island, Canada, was born in Summerside and has been in the coal business thirty years. Mr. Read is a member of the Dominion Parliament and his company carries on the largest and most extensive produce business in the Maritime provinces.

CANADA — Montreal, Quebec

ROBERT ADAIR, 146 Notre Dame St., West, Montreal, is President of The Hartt & Adair Coal Co. and has been engaged in the coal business for thirty-five years. He was born at Rutherglen, Scotland, August 11, 1864.

ANDREW BAILE, President of Andrew Baile, Ltd., wholesale and retail coal merchants of Montreal, Quebec, was born February 22, 1842, in the city of Quebec, and established his present business in Montreal in 1869.

ZEPHIRIN BEAUCAGE, 1869 Cote des Nieges Road, Montreal, Quebec, is senior member of the coal firm of Z. Beaucage & Fils. He has been in the coal business for sixteen years.

ALEXANDER DICK, 112 St. James St., Montreal, Quebec, is General Sales Agent for the Dominion Coal Co., Ltd. He was for some years with the Cumberland Railway & Coal Co. and the Canada Coal & Railway Co. He has been in the coal business for thirty-nine years. Mr. Dick was born at Stellarton, Nova Scotia, October 17, 1865.

CLARENCE E. F. DUMARESQ is Vice President of The Hartt & Adair Coal Co., 146 Notre Dame St., West, Montreal, Quebec. He was born at Montreal, March 21, 1885, and has been in the coal business for sixteen years.

ANTOINE GUYOT, retail coal merchant of Montreal, Quebec, was born January 17, 1880, at Mortcerf, France, and has been in the coal business for twenty-three years, fourteen years with E. Lemire & Son, Ltd., and nine years for himself.

NELSON W. HOWARD, McGill Building, Montreal, Quebec, is Managing Director of the Geo. Hall Coal Co. of Canada, Ltd., and has been in the business for eleven years. He is the Canadian representative of the Rochester & Pittsburgh Coal & Iron Co. Mr. Howard was born at Ogdensburg, New York, in December, 1884.

J. B. LEON LECLAIRE, Manager Leclaire & Frere, Montreal, Quebec, was born in Sorel, Quebec, and has been in the coal business ten years. He is also interested in the Prudential Coal Co., Ltd. His father, J. L. Bruno Leclaire, of Sorel, Quebec, who has been in the coal business for fifty years, is also a shipbuilder contractor.

ERNEST LEMIRE, 196 Versailles St., Montreal, Quebec, is President and General Manager of E. Lemire & Sons, Ltd. He has been engaged in the coal business for thirty-six years. He was born at St. Isidore of LaPrairie, Quebec, January 7, 1853. Associated with Mr. Lemire are his sons, Oswald, Joseph E., Hercule and Rodolphe.

CHARLES PETRIE, Vice President and General Manager Lee Coal Co., Ltd., President Prudential Coal Co., and Vice President United States Coal Corp., Montreal, Canada, was born in Quebec in 1880, and has been engaged in the coal business since 1904. This company is interested in several anthracite and bituminous coal operations, and handles their tonnage in the Dominion of Canada.

FARQUHAR ROBERTSON, President Farquhar Robertson, Ltd., of Montreal, Quebec, was born April 14, 1850, in Glengarry County, Ontario, and has been in the coal business for thirty-eight years. Mr. Robertson has served as President of the Montreal Board of Trade, Montreal General Hospital, Governor Verdun Hospital, Director Merchants' Bank of Canada, and as Harbor Commissioner.

EDGAR FERGUS TOLHURST, only son of Thomas Ferguson Tolhurst, and junior member of the firm of T. F. Tolhurst & Son, 6468 Lajeunesse St., Montreal, Quebec, has been with the firm five years. He was born in Montreal May 4, 1898. He is now in the Service abroad.

THOMAS FERGUSON TOLHURST, 6468 Lajeunesse St., Montreal, Quebec, is senior partner in the firm of T. F. Tolhurst & Son. He has been in the coal business five years. He was born in Montreal July 7, 1869.

ROBERT ALLAN WEBSTER, 10 St. John St., Montreal, Quebec, has been in the retail coal business off and on for thirty years. Formerly he was with Geo. M. Webster & Co. of Quebec City and Wm. Muir & Son, Ltd., of Montreal. He was born in the city of Quebec October 17, 1865.

CANADA — Quebec

MAXIMILIAN DAMASO BRISETTE, 80 St. Thomas St., Longueuil, Quebec, is Manager for D. Brisette & Co., and has been in the business for eleven years. He was formerly with D. Brisette, his father, who founded the business. Mr. Brisette was born at Longueuil.

JAMES HAMILTON, retail coal merchant at Chateauquay, Quebec, has been in the business for twenty-three years. Formerly he was connected with the Lehigh Valley Coal Co., Millspaugh & Green, Wm. Mino & Sons, and F. Robertson. He was born July 16, 1871, at Chateauquay.

EDWARD DES JARDINS, JR., retail coal merchant at Hull, Quebec, was born April 26, 1891, at Ironside, Quebec, and has been in the coal business for six years.

J. N. ARTHUR LECLAIRE, of Leclaire & Fils, Sorel, Quebec, was born September 26, 1889, in Sorel and has been in the coal business for ten years.

J. L. BRUNO LECLAIRE, senior member of Leclaire & Fils of Sorel, Quebec, was born May 1, 1858, at St. Ours, Quebec, and has been in the coal business for twenty-seven years. Mr. Leclaire has four sons who are also interested in the coal business and has yards at Ottawa and Montreal.

MARTIN MADDEN, senior member of Madden & Son of Quebec, Canada, was born May 23, 1869, in Quebec and the firm has been in business forty years. Mr. Madden has served as Alderman for St. Peter's Ward, the commercial ward of the city, twelve years, and was Chairman of the Water Works Committee when he resigned in 1918. He still represents Quebec West in the Provincial Parliament of Quebec.

CANADA — Saskatchewan

WILLIAM MAXWELL CARMENT is a retail coal merchant at Kamsack, Saskatchewan, of eleven years standing. He is a native of Scotland and was born in 1854.

LEONARD T. FAYER, 718 High St., West, Moose Jaw, Saskatchewan, is Manager for the Sterling Coal Co., Ltd., and has been four or five years in the coal business. He was born at Greensboro, Vermont, September 8, 1883. The other officers of the company are C. A. Baker, President; S. P. W. Cooke, Secretary, and G. G. Jewell, Vice President.

GORDON STEWART HUNTER, 218 Twenty-first St., East, Saskatoon, Saskatchewan, is Manager of The Spicer Coal Co., Ltd., and has been in the coal business for four years. He is interested in a coal mining property at Dinant, Alberta. Mr. Hunter was born at Wiarton, Ontario, March 17, 1885.

ROGER P. STRICKLAND, Saskatoon, Saskatchewan, is Managing Director of the Saskatchewan Supply & Fuel Co., Ltd., and has been in the coal business six years. He has filled the office of President in the Saskatoon Fuel Dealers' Association and in the Saskatchewan Fuel Dealers' Association. He was born May 7, 1885, at Lakefield, Ontario.

FREDERICK JOHN WALSH, President and General Manager Walsh Coal Co., Ltd., Moose Jaw, Saskatchewan, was born May 5, 1875, at Salem, Ontario, and has been in the coal business ten years.

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The co-operation of many leading photographers in various cities throughout the United States and Canada has made it possible for us to reproduce the likenesses of so many prominent coalmen in this work. Among those who are especially entitled to credit for the assistance they have given us are the following:

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